

# THE NATIONAL PROVISIONER

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## COTTONSEED CRUSHERS MEET

**Sixteenth Annual Meeting of Inter-State Association a Big Success, Despite Postponement—Progressive Measures Adopted and Rules Amended—Ashcraft Elected President, Singleton Vice-President.**

The sixteenth annual meeting of the Inter-State Cotton Seed Crushers' Association was held on Tuesday, Wednesday and Thursday of this week in the convention hall of the Planters' Hotel, St. Louis, Mo. Eight years ago the Association met at St. Louis and held a lively and interesting meeting in spite of World's Fair distractions. This year's sessions were equally lively and even more instructive, in spite of handicaps imposed by Nature and circumstances.

The convention was to have been held at New Orleans, and all plans had been completed for the meeting there, when the flood conditions in the Mississippi Valley caused the Executive Committee to postpone the meeting, and later to transfer it to St. Louis. This disarranged everybody's plans and resulted in a greatly decreased attendance. Many who could have attended at New Orleans in May could not go to St. Louis in June, and the rest was only about half the usual attendance. The turnout was encouraging under the circumstances, however, and the closest interest was manifested in the proceedings. As befitting this reform year in politics, the Association took action in several matters along progressive lines. In fact, it was a progressive meeting all the way through, and one that will mark the beginning of a forward movement in the history of the Association.

In the amendment of its trading rules the Association took a radical step forward in the establishment of standards for cottonseed meal and cake. For some years the food control officers of the various States have been threatening to set a standard of purity for these products, and have asked the Association, as the representative of the producing industry, to express its ideas upon this matter. The Association has never done so. While taking a stand in favor of honest products, it has avoided the fixing of a definite standard which might rise to plague it in various States.

This year the situation reached a climax. The Association of Food Control Officials will meet in October, and has made it known that a standard for cottonseed feeds would be fixed at that time, whether the Association acted or not. Knowing the tendency of Government officials to theorize, and fearing that a standard based on their theories might work great hardship to the trade, the Association decided on a minimum standard for cotton seed cake and meal of 36 per cent. protein, or 7 per cent. ammonia. This decision was reached only after extended discussion, and against the opposition of

of Southeastern interests which feared trouble should this meal and cake fall below the minimum fixed.

The action taken was a distinct stand in favor of the purity of cottonseed products, however, and will enable authorities everywhere to enforce honest labeling and prevent frauds on cattle feeders by unscrupulous dealers in low-grade counterfeits, which they have sought to pass off under the name of cottonseed meal. It will also enable the trade to use cottonseed hulls in making up its feed products without fear of prosecution for misbranding, provided the standards adopted are in accordance with those now set by the Association. Heretofore hulls in meal constituted an adulteration, which was a ridiculous state of affairs, considering the well-known values of the hulls as a stock food.

The trading rules containing these newly fixed standards, as revised and adopted at this convention, will be found farther along in this report.

Another progressive step in the conduct of Association affairs was the revision of the Constitution and By-Laws of the Association, by which the duties of various committees are more clearly defined and methods outlined by which more effective work may be accomplished. The Governing Committee, made up of representatives from each State, hitherto has had little to do. Under the new arrangement the Governing Committee members in each State will constitute a recruiting committee for that State, under the direction of the Secretary of the Association, to work up the membership among mills and others in the trade not now in the Association ranks. Under the new plan those Governing Committee members are also to keep the Legislative Committee informed of conditions in their State and of conditions affecting the trade generally which the Legislative Committee might take up as within its jurisdiction.

Each year the value of publicity for the products of the industry makes itself more apparent. The revision referred to now makes the Chairman of the Bureau of Publicity an elective officer, and the Association very appropriately selected as its first elective publicity chairman Col. Jo W. Allison, of Texas, the pioneer in cottonseed products publicity.

In his report as appointive chairman for the past year Col. Allison showed a remarkable record of work done at small outlay of money. Conserving the publicity funds of the Association for use later in publishing a book on cottonseed products which shall be

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of wide educational value, the Bureau of Publicity nevertheless carried on a campaign which reached nearly four million people every week. This was through weekly newspaper advertising, and calculated to attract the attention of farmers everywhere to the value and importance of cottonseed feeds for live stock. The bureau also distributed 25,000 booklets on cottonseed products and human and animal food, without a cent of expense to the Association.

In connection with this publicity work, and also with the question of feed standards, Col. Allison called attention to the handicap put upon the trade in making a market for its cottonseed feeds by the unfriendly if not hostile attitude of Government experts. With a single exception, that of Oklahoma, every agricultural experiment station in the United States has been unfriendly to cottonseed products. "The best they have ever done," he said, "was to damn our products with faint praise." He denounced in unsparing terms what he called the "Rot about the alleged toxic qualities of cottonseed meal" as a livestock feed, and once more gave his testimony that in forty years of actual experience in feeding live-stock he had never had a single case where injury was done by cottonseed meal.

This attitude of Government experts was as much of an injustice to the farmer as to the crusher. When the farmer made a bale of cotton he made also nearly one thousand pounds of a feed for his farm stock which was better than any feed he could buy from other States. But the agricultural experiment station authorities, to whom he naturally looked for guidance and advice, threw cold water on the idea of his saving and using his home products, and did their best to make him fearful of cottonseed products and to cause him to send his money away from home to buy expensive feeds.

The annual address of President R. L. Heflin was an impressive review of the happenings and conditions of the past year, and it was significant that the committee to which was referred this address discussed in its report "the evils and disadvantages of speculation in crude oil," and advised as he did, that "the sale of oil to speculative buyers should be discouraged, as the mills themselves are the chief sufferers." The trading back and forth in oil in speculative hands made it appear that supplies were larger than they actually were and thus tended to reduce the price to be obtained by the mill.

The report of the Legislative Committee recited the great strides made in the fight for oleomargarine, and expressed confidence in a victory in this contest at an early date. It also took up the matter of tariff discriminations abroad against our oil, and of tariff discriminations at home against users of press cloth. Political conditions were referred to as complicating the situation with reference to all Federal legislation, but hope was expressed that relief might be secured within the year. On the matter of foreign discrimination against our oil, the Convention adopted strong resolutions denouncing those nations which have practiced such discrimination, and demanding that our Government apply the penalty contained in our present tariff law against Austria-Hungary for its discrimination against our cottonseed oil. Discriminatory legislation in various States aimed at cottonseed products was also discussed, and it was the general consensus of opinion that concerted action should be taken for the defense of the rights of cottonseed products in all the States. These attacks came from food faddists as well as theorizing Government experts, and tended to prejudice the public mind against cottonseed products.

The quiet but effective administration of President Heflin for the past year was recognized in the results obtained and in the reception which Mr. Heflin received from the Convention. He was presented with a magnificent silver service of several hundred pieces, the donors of which were admirers in the trade from every State in

the Association membership. The eloquent presentation speech made by Ernest Lamar, of Alabama, was the occasion for a demonstration of affection which completely overcame President Heflin, and it was many minutes before he could obtain sufficient command of himself to make reply. It was a deserved honor for one of the foremost men in the industry, and one of its most unselfish leaders.

Equally as impressive was the incoming of the new administration. President Ashcraft made an immediate hit as a forceful and delightful speaker and presiding officer. Not nearly so well known to the trade at large as other executives, he won their hearts at once, as well as commanding their admiration for his solid ability of mind. It was evident at the start that his term would be one full of action and solid results.

The selection of the widely popular M. E. Singleton, of St. Louis, as Vice-President, came after a spirited contest in which the Southeast presented C. L. Ives, of North Carolina, as its candidate. These contests have not often come, and have sometimes been marked by much bitterness. This one was perfectly good-natured and left no hard feelings. It would have been difficult to hold for long any hard feelings toward the jolly Singleton, and North Carolina gracefully led in making the election unanimous. Mr. Ives is a quiet worker whose deserved reward will come later.

The St. Louis hosts were given many compliments for the effectiveness of their hastily made plans. With hardly more than a week's warning they "got busy," led by such old and experienced hands as Singleton, Laclercq and Chittenden, and the results made a success out of what might easily have been failure. The Convention programme was interesting without being cumbersome, and the outside entertainment was generous and delightful. There were Reception Committee members everywhere you turned to guide and instruct and entertain you. Nothing was left undone for the comfort and pleasure of the visitors.

The Association elected the following officers for the ensuing year, the Secretary and Treasurer being a life officer:

President, Cyrus L. Ashcraft, Florence, Ala.

Vice-President, M. E. Singleton, St. Louis, Mo.

Secretary-Treasurer, Robert Gibson, Dallas, Tex.

Chairman Bureau of Publicity, Jo W. Allison, Ennis, Tex.

Governing Committee, by States:

Alabama—Ernest Lamar, Selma; J. M. Kyser, Albertville.

Arkansas—J. B. Hildebrand, Little Rock; R. H. Winfield, Augusta.

Florida—C. Jones, Pensacola; T. D. Sloan, Madison.

Georgia—W. H. McKenzie, Montezuma; M. S. Harper, Atlanta.

Illinois—E. E. Chandler, Chicago; J. F. Smith, Chicago.

Kentucky—J. J. Caffrey, Louisville; C. H. Hallman, Louisville.

Louisiana—B. E. Eskridge, Baton Rouge; W. E. Jersey, New Orleans.

Mississippi—C. R. S. Frain, Tupelo; J. E. Talbert, Minter City.

Missouri—M. E. Singleton, St. Louis; Julius Davidson, Kansas City.

New York—John Aspegren, New York; W. R. Cantrell, New York.

North Carolina—J. T. Davis, Charlotte; Jonathan Havens, Washington.

Ohio—Franklin Ives, Cincinnati; J. M. Macdonald, Cincinnati.

Oklahoma—R. E. Montgomery, Elk City; R. K. Wooten, Chickasha.

South Carolina—J. J. Lawton, Hartsville; D. M. Lipscomb, Gaffney.

Tennessee—J. H. DuBose, Memphis; W. G. L. Rice, Memphis.

Texas—C. H. Bencini, Fort Worth; J. S. LeClercq, Paris; B. D. Cash, Houston; B. B. Rice, Houston.

Va.—Wm. Butler, Jr., Portsmouth; Geo. W. Hunter, Richmond.

## CONVENTION—FIRST DAY

Tuesday, June 4, 1912.

The Interstate Cotton Seed Crushers' Association convened in sixteenth annual session in the Convention Hall of Planter's Hotel, St. Louis, Mo., and was called to order by Mr. M. E. Singleton, Chairman of the local committee of arrangements, at 10:25 a. m.

**CHAIRMAN SINGLETON:** Ladies and gentlemen, I now take pleasure in presenting to you the Rev. Dr. W. C. Bitting, who will invoke the Divine blessing.

**DR. W. C. BITTING:** Oh, Lord of all the Earth and the dwellers thereof; we thank thee that thou hast given us the soil for our inheritance; that thou hast given us the power, the energy and the knowledge whereby it has been possible to make this great industry which is here represented today. Come into the hearts of these assembled delegates and be with them in their deliberations; bless those who are here from distant parts of this great country and may their work here redound for the good of mankind, all of which we ask in the name of Jesus Christ, Amen.

**CHAIRMAN SINGLETON:** Ladies and gentlemen, I have now the pleasure of presenting to your our Mayor, Hon. F. H. Kreismann. (Applause.)

## Welcome by Mayor of St. Louis.

**MAYOR KREISMANN:** Mr. President, Ladies and Gentlemen, and members of the Inter-State Cotton Seed Crushers' Association: While deplored in common with the citizens of this great country of ours, the great disasters and misfortunes of that section which was to have had the honor of entertaining your Convention, yet we are proud and appreciative at your selection of St. Louis; we recognize in the activity of the great business you represent one of the most powerful commercial industries of our country.

It can well be remembered that not more than forty years ago, the by-product of the cotton field, the waste product, which was a nuisance, has now, through your energies, become one of the greatest commercial commodities of our business life. Forty years ago the cotton seed at the gin was a nuisance; in time it caused the removal of the gin from its location because the seed had become mountains. Today that seed is eagerly sought by you men and transported to your mills, yielding millions of dollars to the agencies of transportation. It has also revolutionized the Cattle Industry, particularly that part of the Cattle Industry which relates to the feeding of cattle and preparing them for market. It has also invaded the home and household and today every pantry and kitchen in this country shows signs of your activity.

Mr. President, I have never been a cotton seed crusher, but I have, by observation, seen much of the development of the by-products of cotton by the cotton seed mills. I took occasion last night to make a little historical research in the records of the cotton seed industry, and I find that in 1783 a European scientist first learned that Egyptian cotton seed that was then being brought into Europe possessed high quality of oil, but no commercial use was made of this knowledge until the year 1834, when a promoter and student whose residence was in the city you were to have met in—Paul Aldige of New Orleans—produced in commercial quantity the first cottonseed oil.

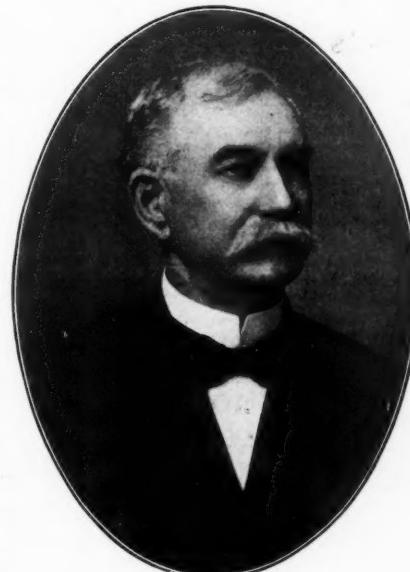
In 1855 or 1856 the first cotton seed mill north of the cotton growing states was erected at Providence, R. I. During our civil war, the transportation of cotton seed ceased and this mill closed down, so that really no development in the cotton seed business took place until 1865.

I find that in 1855 and 1856 there were but six mills in operation; ten years later

these had only increased to seven mills; but in the next four years there were 26 mills, and in the next ten years 45 mills in operation, with a capital of \$4,000,000 and an annual output of about \$8,000,000, giving employment to 3,500 people with a payroll of \$880,000 per year. In 1890 your industry had so grown that one mill alone had an output of \$20,000,000 and 5,000 employees.

From an officer of your Association I learn that you delegates represent a membership owning and controlling \$500,000,000 of capital invested; when you think of this, and return home you can well feel proud that you are members of an industry that has produced so much from what was, only a few years ago, a nuisance. You must feel that you have done much towards the greatness of this great country of ours. (Applause.) I thank you for honoring our City with your presence and bid you welcome. (Applause.)

**CHAIRMAN SINGLETON:** The next gentleman who has been asked to say a word of welcome is one with whom I have never been able to get personally acquainted. I have met him, but not in a way that I



R. L. HEFFLIN, Sherman, Tex.  
Retiring President of the Association.

would like to meet him (laughter). I take pleasure in presenting Mr. Walker Hill, President of the Mechanics-American National Bank.

**MR. WALKER HILL:** Mr. President: When the Chairman of the Committee of Arrangements asked me to deliver an address of welcome, I told him I did not know how to talk to cotton seed men in a body; they were too greasy and slick (laughter). I prefer talking to them singly, to take them one side and see what kind of collateral they have and then if they have enough, to loan them money at 8 per cent, discount (laughter). I told him I did not know why he picked me out, a "pawn broker" (laughter). I was born among you, but have lived so long with the yankees (laughter) that I have forgotten how to omit my "r's." Some one once asked me where Singleton, the local chairman, got his money. I said I knew he never got it out of anything but his nerve; he gets the cotton seed from you gentlemen not by money, but by nerve. (Laughter.) I will now read the address which I have been asked to deliver.

## Welcoming Address by Bunker Hill.

**Mr. President and Gentlemen of the Interstate Cotton Seed Crushers' Association:**

It is deeply ingrained in the memory that Egypt came to glory because the Nile overflowed its banks annually, enriching the vast fields of the valley and stimulating the soil to fabulous productivity. Similarly, it is a well established belief all the way down the Mississippi Valley that springs which bring floods are followed by falls that yield bumper crops of cotton. Well: we certainly have had enough flood water this spring to make a good cotton crop if there is any truth at all in the traditions of the valley. To make the outlook even better, news comes from the cotton research officers of the government that the danger of boll weevil damage has been materially lessened by the high water and that, notwithstanding late planting, the yield ought to be large.

From the census reports we learn that cottonseed products have increased in annual value from \$11,000,000 in 1885 to \$143,000,000 in 1910. Present production, based on about 5,000,000 tons of seed, includes 168,000,000 gallons of oil and 3,000,000 tons of merchantable cake, meal and hulls. The by-product is about 380,000 bales of "linter" fiber, worth 3½ cents a pound in the bale. These figures significantly indicate the magnitude of the industry.

Business conditions in this large territory continue fairly active, although some branches are not showing the volume reported last year. There is, however, a healthy tone and very little evidence of speculation or a desire on the part of merchants to overstock on the theory of the improvement which most people are expecting to follow the November elections. There has seldom been a year in the last decade when the purchasing public was more cautious than it is today. Heavy "inventory sales" by jobbers have attracted a great deal of business, but these orders have been conservative and probably represent a smaller total than the May volume of last year. The shoe industry is showing up well, there being considerable activity in certain lines. This is significant, for this industry has become one of the most important in the West and now represents an immense annual total. Increased business is also being done by hardware concerns and the leading manufacturers are booking a considerable volume of orders for future delivery. The lumber business is looking better. The value of the exports of the United States in the first nine months of the current fiscal year exceeds by \$15,000,000 that of the exports in the corresponding term of any preceding year. Retail trade is encouraging and taking the aggregate business done by the big and little department stores, it is safe to say that the present volume is fully up to what it was a year ago. There has also been some improvement in collections within the last month.

The demand for money is gradually broadening, and it is expected that this tendency will become more of a factor as general business improves. People here are hopeful, and the tendency of nearly every one is to look for better times and to plan accordingly, taking care, however, not to go to extremes. Advices received from various quarters show that this conservatism is still the rule everywhere, and that it contributes a definite element of strength, the influence of which, upon the country's trade as a whole, can scarcely be overestimated at this time. When it is recalled how extended the general bank position has often been at this season of the year, to what extent the banks of certain sections have sometimes gone in financing land ventures and long-drawn-out real estate enterprises, and how difficult it has sometimes been for lending institutions to supply their customers with funds at the opening of June, it is easy to see that the situation today is exceptionally sound. A good deal has been said about politics as a factor in retarding business and the possible interference that may result later on during

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#### Business Not Dependent on Politics.

It is true that the preliminary contests for the nominations this year have been extraordinary and in some respects sensational. But a canvass just made in the effort to ascertain what is the feeling among Central West bankers concerning the dependence of business upon politics shows a unanimous judgment that business is going ahead this year irrespective of who should be nominated at Baltimore or at Chicago, that conditions are intrinsically sound and will remain so. And that the people are not disposed to lose their heads in support of half-baked theories or of untried men. This judgment is perfectly natural under the circumstances, for the country has undergone a sufficient period of liquidation in business, in staples and in securities to make business men indisposed to take up dangerous experiments. In such a situation it is safe to assume that the people may be trusted to judge aright, and that notwithstanding the conflicting developments usually encountered in an exciting campaign the sober sense of the American people may be trusted to decide wisely and not to commit the country to what is unsettling or revolutionary.

Efforts of the money trust investigators to get at the relations of a bank and its depositors have developed some new questions pertaining to the confidential character of those relations. It is difficult to say what the outcome of the present agitation will be, but it must inevitably be helpful to the banks as a whole and conducive to a better understanding by the public of a bank's real function. A great deal will depend upon the action taken by the United States Senate with respect to the bill that has already passed the House providing that a Congressional committee may have the same visitatorial powers over National banks as are now enjoyed by the Comptroller of the Currency exclusively. The chances are that the Senate will take a good deal of time to discuss the effect of such legislation and its possible bearing upon the future of bank supervision.

It is perfectly clear that most of the large banks will refuse to answer the queries sent out by the money trust investigating committee. This refusal will be based upon the fact that the information asked for is of a confidential character which the banks have always kept to themselves. State banks and trust companies are rather differently situated, since they have no such statute to fall back upon as have the National banks which are supported by the protection afforded by section 191 of the National Bank Act. On general principles, it may be said, however, that the public could be expected to oppose any movement for such an amendment of the law as to expose a man's private business affairs. The banks would be indisposed to show up these transactions unless they were obliged by law to do so, or unless their customers were fully content to have the information given out.

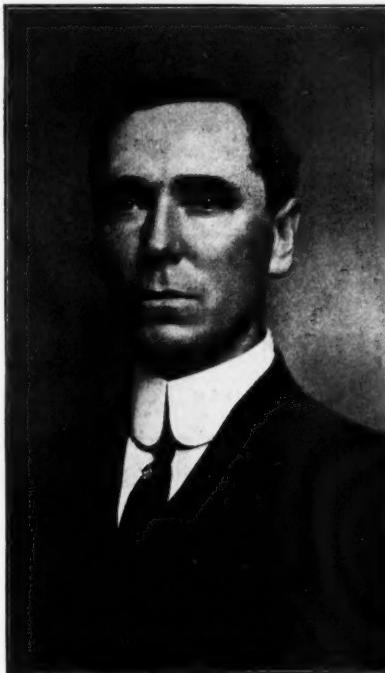
From now on there will be larger sums required by business enterprises, and because of the anxiety of many industrial concerns to prepare to handle a larger volume of orders in the near future, which in some cases is likely to involve the construction of new plants, increased activity in money rates must be reckoned with before long. There would be nothing unnatural about such a movement during the period when the banks of the country were preparing to finance the heavy half-yearly dividend and interest disbursements. The prospects for general trade are satisfactory, but the situation is so modified by conflicting influences as to require very careful watching. When general improvement becomes a definite factor in every line of business there will be very important developments in the money market.

CHAIRMAN SINGLETON: I take pleasure in presenting to the Convention Mr. C. W. Ashcraft of Alabama, who will respond to the addresses of welcome.

#### Response by Vice-President Ashcraft.

MR. C. W. ASHCRAFT: Mr. President, Ladies and Gentlemen of the Convention: I appreciate this opportunity of speaking in behalf of the Cotton Seed Crushers' Association our appreciation of your words of welcome:

First: Dr. Bitting, our appreciation of your invocation in our behalf. I think we make no mistake when we yield our first thought and homage to the great power which holds and directs us in our various duties and lines of work. Having been elected to succeed my father as deacon in his church and having worked myself for a decade as superintendent of our school, I have learned that it is well to keep close to the preachers. I want to ask your further efforts in our behalf, Mr. Preacher, because there are things in this great city which we are not accustomed to, and if the giddy glare blinds us, keep us close, because sooner or later this steam will clear from our brains and we want to become normal again.



CYRUS W. ASHCRAFT, Florence, Ala.  
President-elect of the Association.

We are in a situation that is described by an old Baptist preacher; he had a member who was known as Brother John. Brother John was, in his sober moments kind, charitable and always responsive; it was "Brother Pastor: what can I contribute?" But Brother John occasionally strayed from the straight and narrow path, and the pastor could always tell when he was getting too much tea because he would run to dress; he would put on patent leather shoes, silk hat, Prince Albert coat, etc. One day the parson saw him dressed up and said, "Brother John, How do you find yourself?" Brother John said, "Parson, physically and financially, I am all right, but personally speaking, I am off Cape Hatteras in a hell of storm" (laughter). So I want to ask you again, Brother Preacher, keep a close and sympathetic watch over us; look much and say little, but all the time watch us in order that when we do become duly repentant we may adhere more clearly to the right in the future than we have in the past.

I want to thank you, Mr. Mayor, for your words of welcome. We have been much interested in this great, beautiful city; we find much here to learn; we have been interested in your big boulevards, your well-paved, well-kept streets, your magnificent buildings, your parks and your municipal buildings; some of our wives have also been interested in some of the pictures in the

papers today (laughter). We are pleased to be in your city and to enjoy your hospitality.

We are pleased also, Mr. Banker, with your kind words of welcome. It is astonishing that all of the Bankers you meet seem to be "E Pluribus Unum," and it does not seem to make any difference which one of the "Pluribus Unums" you meet; they all seem to be accommodating and obliging, but they never release that close grip on your vitals, or forget the time to take out discount (laughter). But in spite of that, I believe we all feel more at home with his kind (turning to banker), that with his kind (looking at preacher) (laughter). There is one thing about a banker; you can always understand him when he says "No," but for ways that are dark and tricks that are vain, deliver us from the city politician (laughter).

Mr. Mayor, the City of St. Louis is not the only city that has a mayor. If you come to Florence, Alabama, you will find a mayor also, and if you go out riding there with me you will create something of a sensation. We have in Florence, Alabama, Mr. Mayor, something that would be an "eye opener" to you. The mighty Tennessee River, whose waters exceed those of the combined Ohio and Cumberland; has the greatest water power in the world, a fall to our city of 130 feet, with a possibility of power development greater than the entire Mississippi River. We wish you and others would come and take a look at us; you might learn something from us in Florence, Ala.

Two or three days ago when President Hefflin told me that I would have to respond to the addresses of welcome, I was taken with cold chills, but having taken a second breath I seem to have gotten a better grip of myself, and I will make the best of the circumstances, like the preacher did who told some little boys the subject of his sermon for the next Sunday. The boys promptly glued the leaves of the Bible together at the designated text, and when the preacher was reading: "When Noah was 120 years old he took unto himself a wife who was—and here he turned over—320 cubits long, 40 cubits wide, built of gopher wood and pitch and lined inside and outside with pitch!" The preacher turned back to see he had made no mistake, and then said: "Brethren, I have never seen this in this grand old book before, but I accept it as showing that woman is fearfully and wonderfully made. (Laughter.)

#### What Cotton Oil Men Have Done.

I turn and ask you gentlemen by what right we are extended this welcome to your City; what have we done that entitles us to consideration? A little research such as your Mayor has made might tell a great deal. For centuries no one had produced a single item of new food for the world, until our own happy Southland produced cotton seed and its many uses. It was once said that "No good can come out of Nazareth." It has never been felt by patriotic citizens of the South that anything but good could come from her. (Long applause.) Faithful to that precept, we have invented no great product, but in the last half century by patient work have taken and developed a product that is useful for food and for purposes of comfort that is being now taken hold of in every quarter of the globe.

We have been faithful to our trust; we have been faithful servants to the human family and have earned the right to be received cordially in any city or town in the world, for it is written: "He who is greatest among you is your servant." And it can be said to us: "Well done, good and faithful servants."

Of course you know that among the greatest industries of your city is that of cotton seed. Seriously, I take my opportunity of working for the cotton seed industry as sacredly as part of the Divine plan; whenever a man makes two blades of grass grow where one has grown before he has performed a service to humanity, but where men by patient endeavor take of a waste

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product, that which now is comforting and helping the world, we deserve to be acclaimed: "Well done, faithful servants." It is immaterial whether we come here as "greasy and slick" persons, or dressed like dignified "pawn brokers" (laughter). If we are performing our duty we have that consciousness with us.

I believe in the last day of accounting, the claim to title will depend on the answer to "Have you clothed the little ones?" "Have you visited the sick?" "Have you rendered help to the helpless?" As far as this Association and its members are concerned, I believe they are all performing their duty. We have patiently worked until we have taken the Cinderella of the kitchen, Cotton Seed, and mated it with King Cotton, and now Queen Cotton Seed is going to be a mate, indeed, of King Cotton. (Long applause.)

**CHAIRMAN SINGLETON:** On behalf of the local committee I want to say that we are glad to have you all with us. I will now announce the features of entertainment that we have provided. We hope that when you next deliberate on the place of holding your Convention you will name St. Louis.

Besides the set programme of entertainment, I have letters of invitation from the following: St. Louis Cotton Exchange, Merchants Exchange, St. Louis Live Stock Exchange. You are all invited to call at any time at any of the above institutions; you will be welcome.

#### Opening of the Convention.

**PRESIDENT R. L. HEFLIN:** Gentlemen, the Convention is now open for business; what is your pleasure? Having no suggestions, we will follow the programme as set out, and we will now read the minutes of previous meeting.

**MR. HUTCHINSON, of Ga.:** I move the reading of previous minutes be dispensed with.

The motion being seconded very generally was adopted.

**PRESIDENT HEFLIN:** The Secretary will call the roll of members.

Secretary Gibson proceeded to call the roll, but on motion of Mr. Ernest Lamar, of Selma, Ala., the calling of roll was dispensed with.

**PRESIDENT HEFLIN:** The Secretary will now receive applications from any persons desiring to join the Association.

Applications were read from the following: J. C. Mims, Chemist, New Orleans, La.; Wm. L. Lawler, Broker, New Orleans, La.; Southern Refining Co., New Orleans, La.; Warren M. Cox, Columbus, Miss.; F. B. Anderson, Cleveland, Ohio; Morris Werthen, St. Louis, Mo.; Hardie Tynes Mfg. Co., Birmingham, Ala.; E. R. O'Donnell, St. Louis, Mo.; Chas. Bubank, Dallas, Texas; Brown Cotton Gin Co., New London, Conn.; Farmers Cotton Oil Co., Dyersburg, Tenn.

The Secretary also announced enrollment of following members in month of May, 1912: H. A. White, Greenville, N. C.; Farmville Cotton Oil Co., Farmville, N. C.; Lee County Cotton Oil Co., Sanford, N. C.; Pitt County Cotton Oil Co., Pittsburgh, N. C.; C. H. Casebelt, St. Louis, Mo.; C. W. Mitchell, Aulander, N. C.; Planters Cotton Oil Co., Des Arc, Ark.; Heekin Can Co., Cincinnati, Ohio.

**J. M. MACDONALD, Cincinnati:** Mr. President, at the request of Mr. E. T. George, of New Orleans, I desire to introduce a resolution which seeks to elect to life membership Mr. A. C. Landry, of New Orleans.

Our Association has in the past seen fit to elect to honorary life membership men who after years of faithful and efficient services in some branch of the business are no longer in the active work. In so doing the Association has honored itself, and given cause for pardonable pride and satisfaction, to the recipients. New Orleans, once the largest crushing center in the South, has in its midst a man of the old school, who since 1875 and until quite recently has continuously been connected with the industry in some official capacity. But now on account of enfeebled health he is spending his time



M. E. SINGLETON.  
Vice-President-elect of the Association.

leisurely, often giving practical advice and assistance to the younger men bearing the burden of the day. I refer to Mr. A. C. Landry, formerly manager of the Louisiana Oil Co., the Bienville Oil Works, the Southern Cotton Oil Co., and the Delta Oil Co., in order named, all having gone out of existence except the Southern Cotton Oil Co. It affords me very great pleasure to nominate for honorary life membership in this Association Mr. A. C. Landry of New Orleans, Louisiana.

The resolution was feelingly seconded by Mr. Brodé, Mr. Allison and others, and the President put the question and asked for a rising vote. The Convention unanimously elected Mr. A. C. Landry to life membership.

**PRESIDENT HEFLIN:** Gentlemen: It is necessary that I now appoint a committee on Constitution and By-Laws and I name as that committee: Jo. W. Allison, of Texas; C. L. Ives, of North Carolina; A. D. Allen, of Tennessee.

It was moved that the Convention adjourn until 2 p. m., which motion prevailed.

#### AFTERNOON SESSION.

The Convention reassembled and was called to order by President Heflin at 2:25 o'clock p. m.

#### STATISTICS OF SECRETARY AND TREASURER'S REPORT.

State.	Mills.	Firms.	Total.	Annual dues.	Bureau of Publicity.	Total.	Exempt.	Unpaid.
Alabama	23	6	29	\$280	\$226.00	\$506.00	..	1
Arkansas	24	8	32	290	331.00	601.00	2	1
Florida	2	..	2	20	18.00	38.00	..	..
Georgia	45	24	69	640	481.50	1,121.50	..	5
Louisiana	25	31	56	530	321.00	851.00	..	3
Mississippi	40	10	50	450	385.00	\$35.00	..	5
N. Carolina	17	4	21	190	143.40	333.40	..	2
S. Carolina	22	18	40	310	143.00	453.00	1	8
Tennessee	15	23	38	380	251.00	631.00	..	..
Texas	72	36	108	1,040	927.00	1,967.00	..	4
Oklahoma	10	1	20	180	207.00	387.00	..	2
Illinois	1	22	23	220	60.30	280.30	1	..
Missouri	1	8	9	50	20.00	100.00	..	..
Kansas	2	2	2	20	..	20.00	..	..
California	1	1	10	..	..	10.00	..	..
New Jersey	1	1	10	..	..	10.00	..	..
Indiana	2	2	20	..	..	20.00	..	..
New York	27	27	260	..	..	260.00	1	..
Kentucky	6	6	60	87.00	147.00	..	..	..
Pennsylvania	8	8	80	..	..	80.00	..	..
Nebraska	1	1	10	..	..	10.00	..	..
Michigan	1	1	10	..	..	10.00	..	..
Maryland	1	1	10	..	..	10.00	..	..
Washington	1	1	10	..	..	10.00	..	..
Virginia	1	2	3	20	27.00	47.00	..	1
Ohio	12	12	120	111.00	231.00	..	..	..
Massachusetts	3	3	30	..	..	30.00	..	..
France	1	1	10	..	..	10.00	..	..
India	1	1	..	..	..	..	..	1
Finland	1	1	10	..	..	1.50	..	..
Canada	1	1	10	..	..	11.50	..	..
Ireland	1	1	..	..	..	..	..	1
Russia	2	2	10	..	..	10.00	..	1
Germany	3	3	20	..	..	20.00	..	1
Cuba	1	1	10	..	..	10.00	..	..
Total	307	270	577	\$5,340	\$3,720.70	\$9,060.70	7	96

**PRESIDENT HEFLIN:** Gentlemen, We were interrupted this morning and we will now proceed with our programme. I will ask the Secretary to read his report.

#### REPORT OF THE SECRETARY AND TREASURER.

To the President and Members of the Interstate Cotton Seed Crushers' Association:

It is again my great pleasure to be with you once more and in person make this, my annual report for the fiscal year, 1911 and 1912, showing our membership and receipts by States, as follows: (See table below.)

This showing is not as good as it should be, especially in the mill memberships, which in place of showing an increase show a decrease of some twenty members. This decrease is on account of quite a number of mills of the big companies withdrawing, and others on account of bad crop conditions in several States, and then, too, some few on account of the dues.

Now, what I want is to devise some way to overcome this trouble, and to accomplish this we must have the hearty co-operation of the members of the Governing Committee, carrying out the duties and obligations of that committee as defined in Section 1, Article 2, of our By-Laws. They are the representative committee of each State, and if each one will look over the membership of his State, I am sure he could help us materially in getting new members by just a little work with those they find not now enrolled with us, and see that they do become members. Then, too, if each mill now a member will do a little missionary work with his neighbor mill not a member, I am sure by another year our mill membership will be greatly increased.

Surely it is to the interest of every member to have every mill in the South with us, which would increase not only our resources, but add immensely to the strength and efficiency of the good work our Association is striving to do for the whole cottonseed oil industry in perfecting our rules governing transactions between our members, and strengthen the workings of all our committees.

In conclusion, I want to thank you for the great compliment paid me at our last annual meeting in electing me to my office for life, and to assure you that I do appreciate it, and if you will all get your shoulders to the wheel, and aid me with a strong pull, all together, the result will be most gratifying, and our Association will attain the great influence and object it is striving to attain. Of one thing you can rest assured, I will give my best efforts to carry out my part of the good work.

Respectfully submitted,  
**ROBERT GIBSON,**  
Secretary and Treasurer.

# KENTUCKY REFINING CO.

Incorporated 1885

## REFINERS EXPORTERS

ALL GRADES

## COTTON SEED OIL

LEADING REFINERS

## COTTON SEED COOKING AND SALAD OILS

OF RECOGNIZED QUALITY AND PURITY



REFINERIES

LOUISVILLE, KENTUCKY, U. S. A.

Cable Address  
"REFINERY," LOUISVILLE

### Codes Used

Private Codes, Liebers, 20th Century,  
A B C 4th Edition, A B C 5th Edi-  
tion, Western Union

June 8, 1912.

## THE NATIONAL PROVISIONER.

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The report was received with applause and on motion of Mr. Allison was received and filed.

### ANNUAL ADDRESS OF PRESIDENT HEFLIN

To the Members of the Inter State Cotton Seed Crushers' Association:

We have assembled in our sixteenth annual convention, and I am indeed happy as your president to bid you welcome. The work of another year is finished, and the results of our labors are to be reviewed and plans formulated for the future.

I shall not attempt to give you in detail a recapitulation of my acts as your president. Much of the work done and good accomplished the various committees have done, and to them is due the credit. The chairmen of each of these committees, at my request, made and submitted to me their annual reports, which I have carefully read, and what they have done as well as their recommendations I fully approve, and ask that when these reports are submitted to you, you give them most careful hearing and consideration.

#### Work of Officers and Committees.

The report of your secretary and treasurer will give you information as to membership,

President R. L. Heflin then read his annual report as follows:

The report of your Rules Committee will be submitted to you in its regular order with such changes as it recommends being made. All members have been privileged to go before this committee, and such as have new suggestions to make and failed to make them to this committee should not now take up the time of this convention on the floor in introducing new subjects not passed upon by your Rules Committee. This suggestion is not intended for such members as have submitted their views to the Rules Committee and failed to get its approval of them, nor to limit the discussion upon any changes in rules the committee recommends that any member does not concur in.

All of these reports of committees, as stated, have been submitted to me, and are endorsed by me as well as are the recommendations in them. I intentionally do not go into the details of them now, preferring to thus refer to them so that each committee may receive from you due credit for what it has done and what it recommends, and as all of them taken together give you in detail the workings of your Association during my term of office and embody such recommendations as I would otherwise have made myself, I deem it not necessary that I take up your time in going over their work or in pointing out to you that which is recommended to be done.

#### New Refining Methods.

During the past year there have been great developments in the business in which we are engaged. New methods of refining oils, as well as methods of solidifying oil, have been developed. The principal drawback to the more extensive use of cottonseed oil as a cooking fat or salad oil in the past has been the fact that much of the oil put upon the market for such uses was not properly refined and finished for such purposes. Some refiners thought that any oil that was bright and clear would answer, and some of the best refiners decided that they could take any kind of crude oil and by refining it under what they thought to be their exclusive process, make a neutral edible oil out of it, and when first made it at least so appeared, and, temporarily, refiners of such oil have had a fair trade in it. The public has certainly awakened to the fact that good cottonseed oil is a healthy fat, besides cheaper than any other good edible fat on the market, and I have been somewhat astonished that, notwithstanding the inferior oil that they sometimes get, they still try to use it and are still willing to keep on trying.

It begins to look as if the problem is solved, that an edible oil is now being made that will keep sound and sweet for an indefinite time, and I am going to predict that it will not be long before every gallon of prime crude oil produced will be consumed as an edible oil, and that the demand for such purpose will soon equal if it does not exceed the supply.

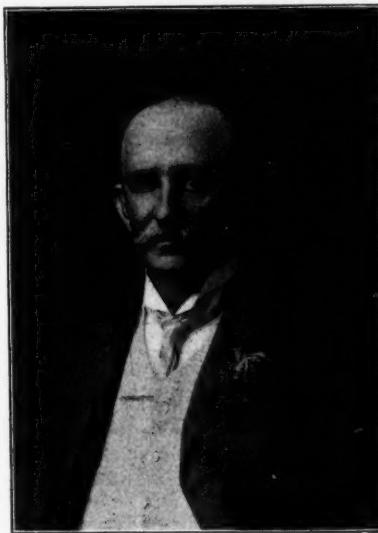
In addition to this, our country is fast waking up to the merits of cottonseed cake and meal as a food for animals, as well as for man, and also as a food for the soil. Perhaps a larger quantity has been consumed in this country this season than in any past season, and it is a known fact that no one that ever used it in a scientific manner ever discontinued its use. This leaves us with a consumptive demand at home provided for the two principal products that we produce, but leaves one that has not only been neglected, but almost sacrificed.

#### Value in Linters.

I refer to linters. The great merit that this product has in the manufacture of many articles of usefulness seems to have been overlooked if not almost neglected, not perhaps by a few who are reaping a harvest out of it, and are interested in decrying it and calling it merely junk, but altogether by the mills that produce it, and until the mills decide to systematically go into the merits of

it and of the many articles that can be made out of it and themselves learn more of its value, and organize a business bureau to so handle it as to get a fair value for it, I fear that this article will continue to remain in the rut that we have ourselves allowed it to get in.

This Association could, I believe, afford to take hold of this article, organize a company with a small capital owned entirely by the mills for the purpose of going thoroughly into all the uses that it can be put to and thoroughly investigating the present channels of consumption, of employing the best talent from among those now using it, erecting experimental plants, if necessary, and make a better market for it. You may ask, "How could such a company with a small capital do this?" They could do it by every mill of the country taking a share of it and agreeing to donate to it annually, say, for five years, 10 per cent. of all the linters that they each produce. This in time would accumulate large enough capital and, I believe, in time would prove about the best investment mills ever made, and that even pending the success of such a company the mills would receive more for the 90 per cent. they would have left than the 100 per cent. now brings them.



ROBERT GIBSON, Dallas, Tex.  
The Veteran Secretary and Treasurer of the  
Association.

the financial condition of our Association and the importance of increasing our membership, as well as his recommendations concerning the affairs of his office.

The report of the chairmen of the various Arbitration Committees will show to you how small is the friction between members concerning the construction of our rules and the evident disposition to comply with them.

The report of the Bureau of Publicity will show to you the workings of this bureau, its great importance and the plans it has for the future, and I warmly endorse all of its recommendations.

The report of your Executive Committee will show that the members have been satisfied with the awards of your Arbitration Committees, as no appeals have been taken from them during the entire year.

The report of the chairman of your Legislative Committee I especially call your attention to. It will show to you the work that has been done by this committee, and I might add largely by its efficient chairman on important matters affecting your interests.

The report of the chairman of the Committee on Methods of Improving the Cotton Crop will interest you and show you the importance of the work undertaken and of its being more liberally supported.

JO W. ALLISON, Ennis, Tex.  
Sixth President of the Association, 1902-3.

It might not be out of place for me to here refer to the marketing of another one of our more important products—crude oil.

#### Marketing Crude Oil.

Our crude oil is practically a raw material or, rather, a partially manufactured product. It has to be refined before it is ready to go to the consumer. It has become the custom, almost, for many mill managers to select a time when the market suits them to sell crude oil for some future delivery months before they can buy the raw material out of which to make it, and when it is impossible for them to make any calculations as to what it is going to cost them. Nearly always such sales are made to speculators who have to again resell it as crude oil.

I do not believe that any manufacturer that has followed such practice even a few years consecutively has made money by so doing, but even if some of them have, they certainly have to some extent disturbed the natural market, and their apparent profit has often been wiped out in some other direction. Would it not be better, therefore, to sell our crude oil to manufacturers and refiners who will refine it and finish it ready for consumption, or put it into some product so that it cannot come back on the market again as crude oil in competition with other crude oil that we may have to sell?

If we sell it through a speculator he has to again sell it as crude oil, and he may do so perhaps at a time when we want to sell more crude oil, and being so sold and re-sold

# Louisville Cotton Oil Co. INCORPORATED.



OFFICE AND REFINERY FLOYD & K STS  
P.O. STATION "E" LOUISVILLE, KY.  
CABLE ADDRESS

"COTTONOIL" LOUISVILLE.

CODES USED—"PRIVATE TWENTIETH CENTURY A.B.C." 4<sup>TH</sup> AND 5<sup>TH</sup>  
EDITION, "WESTERN UNION" AND "LIEBERS."

ALSO FIRST IF NOT ONLY

## LICENSED AND BONDED COTTON SEED OIL WAREHOUSE

IN UNITED STATES  
WRITE FOR FULL INFORMATION.



KEEP SMILING

THESE BRANDS WILL KEEP YOU HAPPY

"LOUISVILLE" BUTTER OIL,  
"PROGRESS" BUTTER OIL,  
"PROGRESS" COOKING OIL,  
"IDEAL" CHOICE WHITE COOKING OIL,  
"ROYAL" PRIME SUMMER YELLOW  
ACIDITY SUMMER WHITE SOAP OIL,

PRIME SUMMER WHITE FOR COMPOUND LARD. SUMMER WHITE AND  
YELLOW MINERS AND SOAPMAKERS OILS. "LOUISVILLE STAR"  
SOAP, FULLING AND SCOURING SOAP.

## LOUISVILLE COTTONSEED PRODUCTS CO.

(INCORPORATED)

Floyd and Southern Railway Crossing  
LOUISVILLE, KY.

Crushers of Cotton Seed and Manufacturers of  
 "Golden Rod" Cottonseed Flour  
 Crude C/S Oil      Cottonseed Cake  
 Cottonseed Meal      Cottonseed Hulls  
 Linters and Grabots  
 —also—  
 Superior Mixed Feed      Brand "Milkfood"  
 Highest Class Cattle Feed

Satisfaction Guaranteed

We want your business so write or wire us

June 8, 1912.

## THE NATIONAL PROVISIONER.

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it creates the impression, at least for a time, that there is more crude oil than there really is, and to that extent affects the price.

The speculator in raw material that we use is looked upon as the serious menace to the conservative operation of our mills. He gets the advance in price, if any, which the producer is entitled to, and rarely pays the loss in case of a decline, but it does not seem to me consistent to condemn such speculators in raw material and ourselves put others in position to do the very same thing with our partially manufactured product.

If we must condemn such speculation by others and insist that we shall have the right to so speculate ourselves, then let's confine our speculation to the future market where it will not affect our actual product so much. We would then, perhaps, have a market for our product based nearer upon the supply and demand—consumptive demand—and our business be nearer on a legitimate manufacturing basis, at least more staple and therefore more satisfactory.

If consistency is a jewel, let's be consistent, and that which we condemn in others let's not do ourselves.

### The Death List.

It is my sorrowful duty to advise you that since we last met in annual convention death has claimed five of our worthy members: Eriester Ashcraft, Florence, Ala.; J. S. Blackman, Shawnee, Okla.; William Hooten, Chicago, Ill.; F. H. Bailey, Paris, Tex., and Charles E. Adams, Atlanta, Ga. Committees will be appointed to draft suitable resolutions of sympathy.

### Expressions of Gratitude.

As the years come and go, recollections of my acts as president will become dim, but no lapse of time will lessen in the least the gratitude and affection I, as your president, feel towards the members of this Association, whose loyal support has made possible any good accomplished.

To our venerable secretary, Robert Gibson, who has never been too busy to lay aside his work and assist me in any way, I would pay a special tribute. He has indeed served the president with friendship, courtesy and zeal. Vested as he is with a vast fund of information, his wise counsel and splendid judgment have been invaluable to me.

It is but proper that I should express to those composing important committees my personal appreciation, and I am glad of the

opportunity to make this public expression of my regard and appreciation of their loyal devotion to the interests that have been committed to their care, and which entitle them to the gratitude and esteem of every member of our Association.

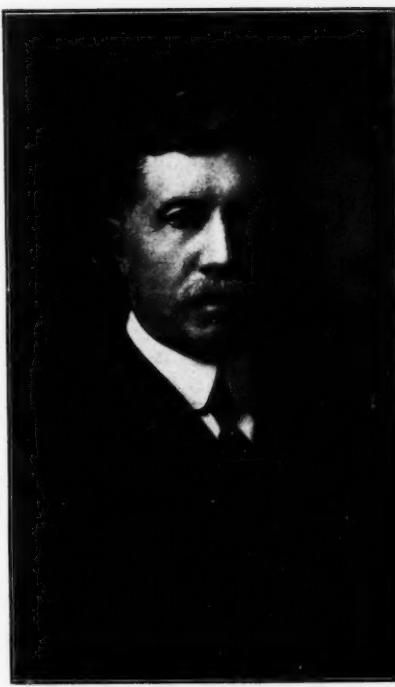
My work as your president is now finished. Its record lies before you for criticism, revision and approval. I am appreciative of the fact that in many respects it will appear crude and imperfect, but I have the consciousness that I have done the best that I could. I have tried earnestly to solve aright the problems that have been presented. I have been faithful to the trust committed to my care.

And now, if perchance my work in the main should stand the test of time, if my labors should meet your approval, I would be glad indeed that I have served you in an acceptable way, but if, on the other hand, it is found that my mistakes have been many, I shall still feel that I have given you the best service of which I am capable, and shall hope that my errors will serve to make easier the work of those who shall succeed me.

I prize more highly the evidence of your confidence and esteem than I can express to you with any words at my command, and I now surrender to you the commission with which I was entrusted one short year ago.

The reading of the President's report was listened to very carefully and it was received with prolonged applause. At its conclusion Mr. J. M. Aydelotte of Oklahoma moved that the Vice-President appoint a committee to take action on said report, and this motion being adopted, Vice-President Ashcraft appointed J. M. Aydelotte of Oklahoma, C. L. Ives of North Carolina, and J. S. Le Clercq of Texas, as the committee.

PRESIDENT HEFLIN: We will now take up the reports of committees, and the first one on the programme is the report of the



J. J. CULBERTSON, Oklahoma City, Okla.  
Chairman Legislative Committee.

Bureau of Publicity, Mr. Jo. W. Allison, Chairman.

The report of the Bureau of Publicity was read by Mr. Jo. W. Allison, of Texas:

## ANNUAL REPORT OF THE BUREAU OF PUBLICITY

By J. W. Allison, Ennis, Tex., Chairman.

Mr. President and Members of the Association:

The financial report for the year ending April 3, 1912, is as follows:

### CREDITS.

May 1—Balance .....	\$1,667.23
May 31—Collections—	
1911—	
May .....	\$244.50
June .....	202.00
July .....	497.00
August .....	447.90
September .....	54.00
October .....	657.00
November .....	367.00
December .....	460.80
1912—	
January .....	382.50
February .....	105.00
March .....	120.00
April .....	213.00
	3,750.70
	\$5,417.93

### DEBITS.

Disbursements:	
1911—	
May .....	\$167.75
June .....	591.00
September .....	4.15
November .....	14.56
December .....	55.50
1912—	
January .....	10.00
February .....	242.78
March .....	34.41
April .....	598.89
	1,719.04

Balance to credit April 30, 1912. \$3,698.89



J. S. LeCLERCQ, St. Louis, Mo.  
Chairman, Hotel and Transportation Committee.

### Mills Must Tell the Story.

These, Mr. President, represent as far as the mere figures can do the transaction of your Bureau of Publicity for the fiscal year just closed. The actual results attained can be ascertained only by an examination of the mill door sales of the various mills. Both in and out of the Association and by comparison of them with those of former years, and the story of this must be told by the mills themselves and not by your committee.

Indeed, it cannot even be told entirely by the mills here represented, for, most unfortunately, whatever good is accomplished by your bureau is accomplished not alone for the mills represented here and contributing to its support, but is shared equally by those mills not members of this Association, and contributing nothing to its maintenance. And the enormity of this injustice is best appreciated when it is remembered that out of the one thousand and over cottonseed oil mills in the South, only about one-third, or 332 of them, belong to the Association and contribute to the support of this bureau.

That this is a condition not only regrettable but so contemptible as to be almost unbelievable, none will deny, and that some means looking to its correction will be devised in your deliberations here is most earnestly hoped; for

NEW YORK  
BUFFALO

Cable Address:  
"TUNEDDEPTH"

CHICAGO  
CLEVELAND

# New York fire and Marine Underwriters

**WILLCOX, PECK & HUGHES**  
ATTORNEYS AND MANAGERS

3 South William Street  
N E W Y O R K

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## PARTICIPATING POLICIES

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ISSUED IN LARGE AMOUNTS ON COTTON OIL  
MILLS equipped with automatic sprinklers or other private  
fire protection. NO LIABILITY FOR ASSESSMENT,  
HALF PROFITS RETURNED TO ASSURED.

*Correspondence Invited*

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MARINE INSURANCE ON SHIPMENTS OF  
COTTONSEED PRODUCTS A SPECIALTY



E. M. DURHAM, Vicksburg, Miss.  
First President of the Association, 1897-8.

until this is accomplished, it is hardly to be expected that a fund even approximately commensurate with the stupendous work to be undertaken can be realized.

Upon assuming control of the work at the beginning of their administration, your committee realizing the entire inadequacy of the fund at their disposal, felt that their policy should be rather a waiting than an active one, until either by increased membership or accumulated dues, the means at their disposal should have been increased—and this, they feel, they have in a measure at least accomplished, in that beginning their administration with \$1,667.23 on hand, out of which they were at once called upon to pay about one-fourth, or \$448.71, for an indebtedness of the previous administration, they are now transmitting to their successors \$3,698.89, or nearly three times the net amount turned over to them.

#### A Widespread Advertising Campaign.

And yet they do not feel that their term has, in any way, been an inactive one, for during it they have continually endeavored, by means of newspaper and other publicity, to increase and keep alive the interest in our products, and to this end have prepared and distributed among the mills over 250,000 copies of a booklet (which booklet has cost the bureau nothing), dealing with the uses and value of our products; have secured the publication of many hundred of commendatory newspaper articles, and have carried direct advertisements in 1,486 weekly newspapers published all over the South. This advertising they have endeavored to distribute in such manner that, while covering principally the cotton-growing States, it should be divided upon the basis of the membership in the several States. How they have succeeded in accomplishing this is shown in the following tabulation:

Members of the Association by States, compared with newspaper advertising contracts in force:

	News-	Mem-
	paper.	bers.
Alabama—		
Mills .....	24	
Firms .....	5	
— 29	83	
Arkansas—		
Mills .....	27	
Firms .....	14	
— 41	88	
Florida—		
Mills .....	2	
— 2	8	
Georgia—		
Mills .....	47	
Firms .....	23	
— 70	213	

Kentucky—			
Mills .....	2		
Firms .....	6		
—	8		
Illinois—			
Mills .....	1		
Firms .....	20		
—	21		
Louisiana—			
Mills .....	27		
Firms .....	27		
—	54		
Mississippi—			
Mills .....	46		
Firms .....	7		
—	53		
Missouri—			
Mills .....	3		
Firms .....	8		
—	11		
Kansas—			
Firms .....	2		
—	2		
Nebraska—			
Firms .....	2		
—	2		
New Jersey—			
Firms .....	2		
—	2		
New York—			
—	27		
North Carolina—			
Mills .....	24		
Firms .....	3		
—	27		
Oklahoma—			
Mills .....	19		
Firms .....	2		
—	21		
Ohio—			
Firms .....	12		
—	12		
Pennsylvania—			
Firms .....	8		
—	8		
South Carolina—			
Mills .....	28		
Firms .....	15		
—	43		
Tennessee—			
Mills .....	13		
Firms .....	25		
—	38		
Texas—			
Mills .....	69		
Firms .....	33		
102			
Virginia—			
Firms .....	4		
—	4		
577	1,485		

This shows that we have in each one of the cotton growing States carried in the immediate vicinity of each mill member, an advertisement in about four weekly newspapers. These newspapers with which we have advertising contracts claim subscription lists aggregating about 750,000 subscribers, which on the accepted basis of country papers of five readers for every subscriber, would give us every week a chance that nearly four million people would have the opportunity of hearing about our products. This work has been done at a cost so very inconsiderable, that statement of it, I fear, will bring a smile to those familiar with modern expenditures for advertising in a broader sense.

As has been shown, the actual amount expended for newspaper advertising has been \$931.21, or on the basis of the mill membership, only \$2.83 per mill, for which each mill has had carried for him a three-inch double column advertisement in four weekly newspapers in his own vicinity, besides the continuous publication of other matter touching his products in various forms, the frequent answering of letters from his neighbors, the distribution of circulars and calendars and in some cases exhibits and demonstrations at agricultural fairs and other gatherings, and for this entire service the average cost to each member of this Association for this year has been the munificent sum of \$2.20 per member—and yet you believe you have a "Bureau of Publicity," whose duties are specifically set forth in your By-Laws, and

on account of the onerous dues levied for the support of which, some resignations have been made from your membership!

#### Object of This Advertising Campaign.

The theory of this advertising has been that it attempted only in a general way to call the attention of feeders, who, in most cases, were also the producers of your raw material, to the value of your products and to solicit their inquiry for the booklet concerning them, prepared for this purpose. The flood of inquiries which daily reach us establish beyond question that this is being accomplished. In answer to these inquiries, your Bureau at once mails the booklet asked for, together with a general circular letter prepared for this purpose, and in those cases where specific questions are asked, much care is taken to answer them as fully as possible from the standpoint of a practical feeder. Immediately following this, the original inquiry itself, together with another copy of the booklet referred to is mailed to the Association Mill located nearest the inquirer and in best condition to serve him, and to convert the inquirer into a purchaser and user of our products.

With this, the Bureau feels that it has followed the case as far as it can, and that from that point it must rest with the mill to successfully complete the transaction.

That this is not always, or even generally done, we regret that we are compelled to admit. But that it is so done in some cases we have reason to know, and that these cases will increase in number when your Bureau is able to increase in volume and attractiveness both the advertisements and the booklets, we very strongly hope.

#### Plan for a Book.

That they may be in position to do this, we are happy in being able even now to report that a contract has already been made with one of the most eminent writers on animal nutrition in the country for the production of an exhaustive treatise, which it is our purpose to publish in the most attractive form permissible by the sum at our disposal and to offer to the mills for distribution at an advance over the cost of production, intended only to cover those copies used by the Bureau in their direct distribution.

In closing this report, your Bureau are strongly tempted to recommend to your honorable body a radical broadening of the scope of the duties of your Bureau and a liberal increase in the dues levied for its support; but confident of your better judgment in this regard, they respectively leave the matter in your hands.

Respectfully submitted,  
J. W. ALLISON, Texas. Chairman.  
FIELDING WALLACE, Georgia.  
W. M. HUTCHINSON, Georgia.



L. W. HASKELL, New York City.  
Second President of the Association, 1898-9.

17K

THE NATIONAL PROVISIONER.

June 8, 1912.

# E. S. KUH & VALK CO.

**449-451-453-455-456 PRODUCE EXCHANGE**

**NEW YORK**

**C  
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L**

**Orders for  
“FUTURES”**

**Executed on  
NEW YORK PRODUCE  
EXCHANGE**

THE NEW YORK PRODUCE EXCHANGE  
CHICAGO BOARD OF TRADE

MEMBERS OF

INTER-STATE COTTON SEED  
CRUSHERS' ASSOCIATION  
AMERICAN MEAT PACKERS'  
ASSOCIATION

June 8, 1912.

## THE NATIONAL PROVISIONER.

17L

MR. F. A. BLAIN of Texas: I move that a committee be appointed to consider the report of the Bureau of Publicity and make suggestions to this Convention in connection with same.

This motion being seconded by Mr. Ashcraft, was adopted, and the President appointed F. A. Blain of Texas, M. E. Singleton of Missouri, and J. J. Culbertson of Oklahoma, as the committee.

Chairman Singleton of the local committee here took the floor and reminded the Convention of the boat ride to occur at 5 o'clock stating there was plenty to eat, and that amusement had been provided, urging all delegates to attend.



GEORGE B. ALEXANDER, Grenville, Miss.  
Third President of the Association, 1899-1900.

PRESIDENT HEFLIN: The next report is that of the Governing Committee, of which Mr. Ernest Lamar is chairman. I will call on him for his report.

### Work for Governing Committees to Do.

MR. ERNEST LAMAR, of Alabama: Mr. President and Gentlemen of the Convention: I did not know I was to make this report until I saw the programme this morning, having filed with the President merely a report of the Governing Committee of Alabama. Alabama is just keeping pace with the other States.

The duties of the Governing Committee locally are principally to secure new members. Your President has asked me for any suggestions I could make as to the Governing Committee. I wish to make this suggestion: when the chairmen of the new Governing Committees for each State are appointed, let our Secretary request each Chairman to make a complete list of every crude oil mill in his State, and forward this list to him. Let the Secretary check the present membership from that list and then return it to the Governing Committee. The Governing Committee's duty shall then be to solicit by personal letters the membership of every mill not on the roll. This to apply to refiners as well; send a copy of these letters to the Secretary and let the Secretary follow up the letter by an appeal for membership. The report of our Publicity Committee shows that we need more members from every State.

Another suggestion is that the various Governing Committees take some interest in local legislation. Our Association is growing and legislation from antagonism is also growing. In our state recently an old law was dug up claiming that cottonseed meal was taxable just like fertilizer is, and it was necessary for us to carry it through all the courts to the Supreme Court before we could free it from taxes. In Mississippi the

Legislature has recently passed a law that no manufacturer can work a superintendent or a laborer more than eight hours a day. The Governing Committee should be able to call on other committees for assistance in this work.

I want to say for the benefit of our Chairman of the Bureau of Publicity that Alabama this year received in its Association \$1,320, of which \$600 was devoted exclusively to publicity throughout the state. (Applause.)

PRESIDENT HEFLIN: In looking over the reports of previous Conventions I found that very few of our committees ever made reports and I decided that all should make them. I am glad that I so ruled, because the report just made by Mr. Lamar is the first report that a governing committee has ever made; the suggestions he makes I think should be noted and his recommendations carried out.

MR. LAMAR: I think if it is taken up

by the Secretary as suggested it will work very well.

PRESIDENT HEFLIN: Gentlemen: the Governing Committee is the only committee which you elect and was, I think, intended to be of more influence than appears.

MR. ALLISON: Mr. President, I am glad to report that the Committee on Constitution and By-Laws have already taken up the matters suggested by Mr. Lamar and will, at the proper time, present their report. If I was not certain that I am mistaken I would say that Mr. Lamar has seen our report (laughter).

PRESIDENT HEFLIN: In view of the explanation from Mr. Allison we will consider that the matter is receiving proper attention. The next committee to report is the Legislative Committee, Mr. J. J. Culbertson, Oklahoma, Chairman.

Mr. J. J. Culbertson read his report as follows:

## REPORT OF THE LEGISLATIVE COMMITTEE

By J. J. Culbertson, Chairman.

To the President and Members of the Interstate Cottonseed Crushers' Association:

In presenting the annual report of your committee the net results are indicative more of effort than of practical accomplishment. Concisely, it can be summed up in one word, "Progress," and what progress we have made along the line of work we have undertaken will be the subject of this report.

As we all well know, with the changed political complexion in the House of Representatives at Washington, and the friendliness of the majority to our necessities, we have succeeded in enlisting that interest that we believe will be productive of the results which we desire to attain. The lower House originates legislation involving revenue and all revisions of the tariff, but such revisions, as we well know, have been beset by the opposing forces in the Senate, and ultimately by the administration.

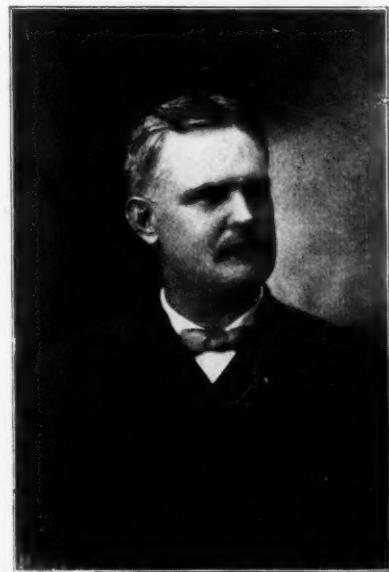
The efforts towards revision of the tariff, involving articles in which our industry is interested have not been successful up to the present time on account of political perplexities. The recommendations on the part of the Ways and Means Committee, of which the Democratic leader, Mr. Underwood, is chairman, dealt with Schedule K, known as the "woolen schedule." In the conference between the Senate and House Committee the rate on camel's hair was fixed at 29 per cent. ad valorem, and 49 per cent. on the finished goods. This compromise measure was vetoed by President Taft in accordance with the policy he had enunciated, in which he stated he would not approve of any revision of any schedule that had not been dealt with and passed on by the Tariff Board.

### The Camel's Hair Press Cloth Situation.

This was during the first session of the 62d Congress. In the meantime, the Tariff Board, the purposes for which it was created being approved of by our Association, had been at work on Schedule K, and succeeded in completing its labors by the opening of the fall session, but our Democratic friends ignored its report on this particular schedule and began work on others. Meanwhile, and more recently, Mr. Underwood has introduced and passed in the House the identical bill that was originally introduced and which is now up to the Senate for action. This bill provides a duty of 20 per cent. ad valorem on camel's hair, 30 per cent. on yarn, and 40 per cent. on press cloth.

In an interview with Mr. Underwood relative to camel's hair and camel's hair press cloth, he was sympathetic in the matter of our views as presented to him: indicated a friendliness to our purpose, and expressed the hope that our views relative to placing camel's hair on the free list, and a duty of not more than 25 per cent. on the finished goods, might be consummated.

We indicated to him that the peculiar situation during the present season demanded relief, inasmuch as the large crush of the South had overtaxed the American manufacturers of press cloth in their supply of such, and the claim made by the manufacturers of a scarcity of raw material and consequently of the finished product which with a crush of cotton seed resulted in a higher price on the article greater than heretofore. Besides this, some of the American goods appeared to have been of inferior quality when compared with that of previous years, whether by admixture of other material in its composition by some of the manufacturers, we are not able to say. There has been a material increase in cost per ton with many mills in the Southwest, but from reports received from mills in the Valley and the Southeast this cost appears to have been normal.



EDWARD S. READY, Helena, Ark.  
Fourth President of the Association, 1900-1901.

We have the promise of our friends in the Senate that when this bill is considered the matter of reduction of duty on camel's hair, yarn and cloth would have their earnest support, with a view that such reduction will enable our industry to import genuine camel's hair press cloth at a price that will compare favorably with American-made goods.

### Foreign Discrimination Against Our Oil.

No relief has yet come through the State Department from our efforts on the Austria-

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**Commission Merchants**

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**NEW YORK**

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**At the New York Produce Exchange**

**COTTON**

**At the New York, Liverpool and New Orleans Cotton Exchanges**

**COFFEE**

**At the New York Coffee Exchange**

**GRAIN AND PROVISIONS**

**At the Chicago Board of Trade**

Hungary situation, where the rate of duty on American cottonseed oil is more than double the rate applying to any other edible oil with which refined cottonseed oil comes in competition. It also involves the Italian imposition of a manufacturer's tax upon American cottonseed oil, whereas no such tax is levied upon any other imported edible oil. In Bulgaria there is the requirement that American cottonseed oil, when imported, should be denatured and rendered unfit for human consumption. In Portugal there is the practical prohibition of imports of American cottonseed oil.

The failure to secure a satisfactory adjustment of these matters is due, I am constrained to say, to the non-compliance of our Democratic friends in Congress to the request of Secretary Knox, in a letter to Chairman Underwood, under date of December 13, 1911, for special intervention and repeal of Section 2 of the present Tariff Act. This section relates to the power of the President to penalize those foreign countries that have discriminating duties against American products, and gives him the power to impose the maximum import duties of 25 per cent. over those in effect on all articles that might be imported into the United States from such discriminating countries. The weapon thus placed in the hands of the President was such a formid-

by prohibitory tariff of American cottonseed oil.

He thereupon stated that it would be his purpose to bring about the results we desired. This was indicated in his amendment to his iron and steel schedule, in which he proposes that certain tools and machinery from foreign countries be placed upon the free list, but such is conditional that any of the foreign countries so exporting such into the United States do not discriminate against the United States in the matter of American cottonseed oil; so that while this particular phase of the iron and steel schedule may not be particularly effective, owing to the fact that Austria-Hungary does not export to this country many of the articles named, it indicates that he is working along the line of endeavoring to rectify the present unsatisfactory conditions existing between our country and those having discriminating duties against us.

We intimated to him that if he had included china and glassware in his prohibition, it certainly would have been an effective means of bringing Austria-Hungary to reason, and a sense of the injustice of their present stand under the existing law, and, as stated in my report of a year ago, the President's only alternative is to increase the duty on all articles from those countries. This would be tantamount to inaugurating a tariff war, which, considering the interests involved, would not, of course, be justified.

We have hopes, therefore, that with the friendly attitude of the Democratic leader and our friends in Congress, that as soon as they fully appreciate that such an unendurable situation exists, and has for the past three or four years, I believe they will insert some of the prickly prongs that this olive branch should contain.

#### Politics Interferes with Legislation.

In view of the political situation and the difficulties of constructive legislation, it is not deemed expedient at the present time to press the matter of free entry of oleaginous seeds. There is an unquestionable inconsistency in having free import of certain foreign oils made of oleaginous seed upon which a duty is exacted on the raw material itself, and it is further aggravated by the fact that foreign cottonseed oil is entered free of duty. At the same time, it has been the experience in the history of the business that our foreign edible oils that have been imported free of duty have been comparatively so small that it has not interfered materially with the consumption of American cottonseed oil in this country, and this, with the foreign demand, has placed that article on what may be considered to be a fair price basis, although we must concede that toward the intrinsic value of the article itself, as an edible oil, sufficient appreciation has not been shown by the consuming public.

Nothing further has been done by our legislative bodies relative to the passing of bills involving free entry of bagging for cotton and cotton ties. The House of Representatives has passed both measures containing these articles and the Senate has yet to deal with these questions. It is hoped that inasmuch as the Tariff Act of 1909 gives free entry of binding twine for the farmers of the West, that our friends in Congress will permit the farmers of the South to have accorded to them the same concessions in relation to bagging for cotton and cotton ties, and if our friends in Congress assert themselves as they should this will come.

A decision has been made by the Pure Food Bureau of the Department of Agriculture relative to branding of cottonseed oil as salad oil, in which the decision requires the label to indicate that such contains cottonseed oil; whereas such branding of salad oils on labels gives to olive oil the right to use same without such requirement. We do not think it is altogether just to discriminate against American cottonseed oil. We do not especially object to the provision requiring the name of cottonseed oil to be branded on the labels, but we think the same rule should apply when olive oil is used for such purpose.

#### The Oleomargarine Situation.

There is every hope and expectation of the

passage of the bill introduced December 4, 1911, by Congressman Burleson of Texas, in the House, which provided: "To change the name of oleomargarine to margarin; to change the rate of tax on margarin, to protect the consumers, dealers and manufacturers of margarin against fraud, and to afford to the Bureau of Internal Revenue more efficient means for the detection of fraud and collection of revenue." This bill provides briefly for the placing of a reasonable tax on the manufacturers, wholesale dealers and retail dealers; to require manufacturers to market the product in from one-half to five-pound packages, and to have such stamped with the word "Margarin" in block letters; to have the Internal Revenue strip stamps placed thereon, and to place a penalty of fine and imprisonment for the infraction of such law; and to do those other things that seemed to be necessary to protect the buyer and consumer against fraud. This bill was referred to a sub-committee of the Agricultural Committee, with Mr. Lever of South Carolina as chairman. An agreement was reached by which the chairman presented the bill, under his name, which was practically a substitute for the Burleson bill, and embodies all the essential features. This bill was reported favorably to the whole Agricultural Committee, but it failed of consideration by that commit-



A. H. D. PERKINS, Pine Bluff, Ark.  
Seventh President of the Association, 1903-4.

able one that it became unwieldy, in that it did not give him discretion as to the manner in which the penalty was to be applied, but involved all articles imported from such foreign countries.

The purpose of repealing this section was to permit the President to increase at his discretion duties on any article, or articles, that might be imported from any country that was discriminating against our products, in such degree as to his mind might be deemed necessary in order to bring about the desired results; such increase to range from 5 per cent. to 25 per cent. In other words, under the present law, the President is empowered to load fourteen-inch rifled guns to kill blackbirds. What he wants is smaller arms to do effective work.

#### Underwood Changes His Views.

Immediately upon this request from Secretary Knox, which letter was published throughout the country, Mr. Underwood placed himself on record as being absolutely opposed to it, or that he did not believe in a policy of coercion, and that some peaceful methods, such as extending the olive branch, would to his mind bring about better results. In an interview with him on this matter, we indicated to him that perhaps the olive branch needed to have some stickers to it, and related to him the experience with Austria-Hungary, in relation to the exclusion



C. FITZSIMONS, Columbia, S. C.  
Eighth President of the Association, 1904-5.

tee owing to the deplorable present condition of politics.

I will state that Mr. Burleson, Mr. Beall and Mr. Lever have worked faithfully and well. They endeavored to secure a majority report through the regular Agricultural Committee on this measure, but owing to the fact that the Democratic leaders expressed a doubt as to the advisability of reporting on it, owing to political reasons, the matter was held up and an agreement reached by which the bill is to be reported out on the fourth day of next December, and to be called on the floor of the House three days thereafter.

There was every expectation of having a favorable report on this measure through the whole committee, and there was every assurance that the House would pass it. The sentiment that has been created in favor of a repeal of the tax has been so general throughout the country that the labor element has been as strong in their efforts towards the repeal of the present tax as those that originally took the matter in hand. And inasmuch as the fall elections involve some of the friends of the bill, especially from the districts where the dairy element and the labor element are represented, the fear was that should our friends vote in favor of the bill they would lose the political support of the dairy element, and those that might favor the dairy interest for political purposes, would be held responsible for such by the labor ele-

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NEW ORLEANS  
DALLAS.

ment, so it appeared to them to be a case of being between the "devil and the deep blue sea" on this question, and the Democratic leaders advised that the matter be carried over until after the election, when the promise has been made that they will favor and pass the measure in the House.

A great deal of time and money has been expended on this matter. The organization that had it in charge worked faithfully and



J. C. HAMILTON, Baton Rouge, La.  
Ninth President of the Association, 1905-6.

assiduously towards encouraging a general sentiment throughout the land for the repeal of the present law. We felt, with this sentiment, only recently that we would demand a report either favorable or unfavorable from the Agricultural Committee, in order to get it on the floor of the House and then place the responsibility of a vote on the measure on the members of the House, feeling that it would only be just to place upon the shoulders of those that might be responsible for either a defeat or victory of the bill itself, but we were counseled to accept their advice and upon the assurance of favorable action in the fall the matter has gone over until that time.

#### Compound Lard in the Philippines.

A case has come up which places your committee in a rather peculiar position, especially when it is considered that its purpose has been to secure the abolishment of certain duties or taxes on articles in which the industry is interested. The matter involves the exportation of compound lard into the Philippines, where a considerable trade has been built up by the manufacturers of the article on the Pacific Coast. More recently, however, the importations into the Philippine Islands of Chinese lard has affected adversely the American trade in compound and threatens to extinguish it, inasmuch as the Chinese are able to ship lard into the Philippines and pay the small duty of \$2.50 per hundred kilos, gross weight, which would practically be about 1¼c. per pound duty. And as lard can be manufactured in China for not exceeding 6 or 7 cents, it can be seen that the American business has little chance against such competition, and inasmuch as the lard manufacturers in Hong Kong have complied fully with all the provisions of the pure food law of the Philippine Islands, the Philippine Government has no other alternative but to permit its importation upon the payment of the duty, as indicated above.

Our Association has been appealed to for help in this matter, and we were in hopes we could use efforts similar to that of Germany, in which they succeeded by various means in preventing the importation, in part or in whole, of American meat products, but to the present time we have been unable to enlist any interest on the part of the authorities on the subject. We therefore recommend to this

Association that some consideration be given this matter with a view of making recommendations to your Committee on Legislation, so they may be able to have some practical advice to work on.

We consider that this Association is indebted to Representatives Burleson and Beall, also to Mr. Lever of South Carolina, for the efforts they have extended in our behalf. Our president and vice-president visited Washington and did considerable towards enlisting favorable sentiment and action in matters that relate to our industry. Mr. George L. McCarthy, who is chairman of the committee having in charge the oleomargarine matter before Congress, has done excellent work the past year, having brought into line the American Federation of Labor and other labor organizations that have been an important factor in oleomargarine matters.

#### Recommendations for the Coming Year.

We will suggest that your new committee to be appointed for the coming year should endeavor to have carried through the reduction of the duty on camel's hair, yarn and cloth, which will undoubtedly be taken up again by the House, and in the event the passage of such fails his season, your new committee should appeal to the Democratic leaders of the House for relief. Also in relation to the unsettled matter relating to American cottonseed oil in Austria-Hungary, Italy, Bulgaria and Portugal. If a better understanding of these matters could be brought about between the State Department and the present leaders of the majority, I think we should have some practical results.

Your new committee should continue the work in the effort to have the present oleomargarine tax repealed, as unquestionably such would increase the use of cottonseed oil, especially when coloration may be permitted. Under the existing law the use of other oils is permitted that impart to oleomargarine a slight tinge of yellow, on which only a small tax is imposed, while under the proposed law the manufacturer would be permitted to use coloration with little or no tax placed thereon, and this would, to our minds, increase the quantity of cottonseed oil entering into the manufacture of oleomargarine.

Effort should also be made to secure the free entry of bagging for cotton and cotton ties.

Respectfully submitted,

J. J. CULBERTSON, Chairman.  
T. S. YOUNG.  
F. W. BRODE.  
B. F. TAYLOR.

MR. A. D. ALLEN, of Tennessee: Mr. President, I have listened with a great deal of pleasure to the report of the Legislative Committee, and I move that the report be received and the thanks of this Association extended to that committee for its able and exhaustive report.

The motion, being seconded, was duly adopted.

#### A Charter for the Association.

MR. W. M. HUTCHINSON, of Georgia: Mr. President, I would like to be informed whether or not our Association is chartered?

THE PRESIDENT: No sir; it is not.

MR. HUTCHINSON: This question came up in connection with our Georgia Association in dealing with parties who joined the Association and then failed to pay dues; we consulted an attorney, who strongly advised that we take out a charter. I move that the incoming officers be authorized to expend not to exceed \$100 to prepare and have executed a charter.

The motion was not seconded.

PRESIDENT HEFLIN: The question of a charter has been before this Association and several of the State Associations; there are many good reasons why we should have a charter, and other equally as good reasons why we should not, and the latter have seemed to predominate. I suggest that you could have the incoming Executive Committee look into the matter and investigate thoroughly. Personally, I have made some inquiry, and I have had the same advice

given me by an attorney as was given you. I do not agree with the attorney, and believe that if a man joins any organization and agrees to abide by its rules and regulations, we have the right to enforce these rules.

MR. HUTCHINSON: I withdraw my motion, and now move that the incoming Executive Committee make such investigation as they deem proper and report back to the next Convention.

This motion being seconded by Mr. Taylor, of South Carolina, was adopted.

#### Report of Dallas Arbitration Committee.

PRESIDENT HEFLIN: We will now have the reports of the Arbitration Committees, the first being the Dallas Arbitration Committee, of which Mr. Jo. W. Allison is chairman.

Mr. Jo. W. Allison read the following report:

To the President of the Inter State Cotton Seed Crushers' Association:

Mr. President: Your permanent Committee of Arbitration at Dallas beg to report as follows:

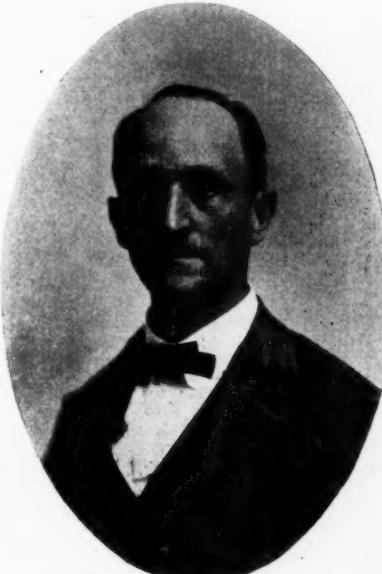
Cases heard and decided.....	11
Amount of fees turned into the Assn., \$63.35	
Decided in favor of plaintiff.....	9
Decided in favor of defendant.....	2

These cases have arisen from the following causes:

On account of quality of crude oil.....	4
On account of grade of linters shipped on purchase by type.....	2
On account of loss in weight.....	2
Claim for loss by reason of overshipment.	1
Claim for deficiency in P. & F. contents.	1
Claim for loss by reason of improper loading of car rejected oil.....	1

Of the cases tried none have been appealed, but one was, by the initiative of the committee itself given a second hearing at which while confirming and reiterating the principle of the original decision, the committee amended and reduced the amount of the award made at the first hearing.

Of the cases growing out of a claim for short weight, one was decided in favor of defendant; not because plaintiff had failed to make out his case, but upon the technical



THE LATE F. H. BAILEY, Paris, Tex.  
Tenth President of the Association, 1906-7.

ground that the claim was barred by limitation.

This analysis of the cases submitted, Mr. President, your committee believe affords cause for congratulation, in that they indicate that, the number of trades made being considered, the differences have been extremely small in number, and only of the nature which are almost unavoidable in any

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## The Southern Cotton Oil Co.

24 Broad Street

NEW YORK

Savannah

New Orleans

Chicago

San Francisco

June 8, 1912.

THE NATIONAL PROVISIONER.

17R

kind of trading. And when it is considered that the period covered is one characterized by wide and violent fluctuations of values, the conclusion is inevitable that the trading



THE LATE LUTHER A. RANSOM, Atlanta, Ga.  
Eleventh President of the Association, 1907-8.

has been conducted upon a high plane of fair and honorable dealing that reflects honor upon the entire membership of the Association.

Inasmuch as your committee is retiring from office, and in the interest of the Association only, your committee venture to call attention to the pitiful inadequacy of the fee for arbitrators, as provided, and to point out that only a broad-minded interest in the welfare of the Association has made it possible to fill the membership of the committee, and this may not be possible in succeeding years. Attention was called to the matter last year, and a committee was appointed for its consideration, and it is hoped that upon the report of the committee the deficiency complained of may be cured.

Respectfully submitted,

JO. W. ALLISON, Chairman,  
F. D. MATTHEWS,  
E. T. FLEPPEN,  
F. A. BLAIN,  
M. J. ORLEANS,

Committee.

The report was received and filed.

PRESIDENT HEFLIN: I have the reports of other of the Arbitration Committees whose chairmen are not present, and I will read them:

**Other Arbitration Committee Reports.**

New Orleans, La., May 10, 1912.  
Mr. R. L. Heflin, President of Inter-State Cotton Seed Crushers' Association.

Dear Sir:—The New Orleans Permanent Committee on Arbitration conducted during the past twelve months ten arbitrations. Only one case was appealed to the Executive Committee of the Association. No new points were developed in any of the cases. The New Orleans committee has no special recommendations to make regarding arbitrations or otherwise.

Yours very truly,  
E. T. GEORGE, Chairman.

Atlanta, Ga., May 10, 1912.  
Mr. R. L. Heflin, President, Inter-State Cotton Seed Crushers' Association.

Dear Sir:—As chairman of the Atlanta Arbitration Committee of the Inter-State Cotton Seed Crushers' Association I beg to report that we have arbitrated twenty-eight cases, and remitted fees to the Association amounting to \$147.50. Do not make a detailed report of the cases arbitrated as I do not feel that it will be of any special interest to the members of the Association, and I find that the parties that arbitrated

object to the publicity of these things going before the Association as a whole.

Yours truly,  
E. P. McBURNEY, Chairman.

Memphis, Tenn., May 24, 1912.  
Mr. R. L. Heflin, President, Inter-State Cotton Seed Crushers' Association.

Dear Sir:—As chairman of the Arbitration Committee at Memphis, Tenn., I beg to make the following report:

Total number of arbitrations..... 8

Total amount remitted to Mr. Robert

Gibson, secretary..... \$54.66

I herewith enclose memorandum of the cases showing the decisions in each case, and the amount of fees remitted to the secretary.

Yours truly,  
J. H. DU BOSE, Chairman.

Little Rock, Ark., June 1, 1912.  
Mr. R. L. Heflin, President, Inter-State Cotton Seed Crushers' Association.

Dear Sir:—As chairman of the Arbitration Committee for Arkansas, I beg to report for the year just ending, no arbitration held.

Respectfully submitted,  
J. P. FAUCETTE, Chairman.

On motion the reports were duly received and filed.

MR. BRODE: I move that we stand adjourned until 10 o'clock tomorrow morning.

PRESIDENT HEFLIN: It is our intention to get together promptly at ten o'clock tomorrow morning; we have some important matters to consider and we have to take up the report of the Committee on Rules. The Secretary also requests that I ask each member to register today, so that his name will be printed in the list we are preparing. The Convention will now stand adjourned.

SECOND DAY

MORNING SESSION, JUNE 5, 1912.

The Convention assembled and was called to order at 10:25 a. m. by President Heflin.

PRESIDENT HEFLIN: The Convention is now open, and the Secretary will please read names of new applicants for membership received since yesterday.

Members Elected and Resigned.

SECRETARY GIBSON: I have the applications of the following: United Oil Mills, Hope, Ark.; C. S. Green, Columbia, So. Carolina; Jos. N. Matthews, St. Louis, Mo.; Lange Soap Company, San Antonio, Texas; Roy Williams, Chicago, Ill.; M. L. Rivers, Elgin, Texas; Frank G. Kinney, Kansas City, Mo.

On motion, duly seconded, the above were elected members of the Association.

SECRETARY GIBSON: The following members, having paid for last year, now desire to withdraw from the Association: South Carolina Cotton Oil Mill, Columbia, S. C.; Columbia Cotton Oil Mill Manufacturing Company, New Orleans, La.; Kuhne & Nagle, Hamburg, Germany; A. P. Sanchez, New Orleans, La.; Arlington Cotton Oil Company, Arlington, Texas.

On motion, duly adopted, the above resignations were accepted.

PRESIDENT HEFLIN: With the permission of the Convention I will advance our programme in order to allow a gentleman who has to leave the city to present his report, and I ask Mr. J. M. Macdonald to present his report.

Mr. J. M. Macdonald, chairman of special committee on methods of increasing the yield of cotton, read his report as follows:

**REPORT OF SPECIAL COMMITTEE  
PURPOSE: To Increase the Yield of Cotton Per Acre.**

To the President and Members of the Interstate Cottonseed Crushers' Association:

This committee has, since the last annual meeting of the Interstate Cottonseed Crushers' Association in New York, in June, 1911, continued its work along the same lines as it did last year.

A renewal of subscriptions at \$5 per mill was asked for, and the committee has been able to get 122 renewals from mills, brokers and others, bringing in a revenue of \$610, as per the report of receipts and disbursements attached.

The circulars sent out during this time are as follows:

No. 6—"Selection of Cottonseed for Southern Farms."

"Special Ginning Days for Seed Cotton." (Circular letter.)

No. 7—"Cotton Caterpillar and Cotton Bollworm."

No. 8—"Planting and Fertilization and Selection of Cottonseed."

No. 9—"Boll Weevil—Why the Fight Should be Continued."

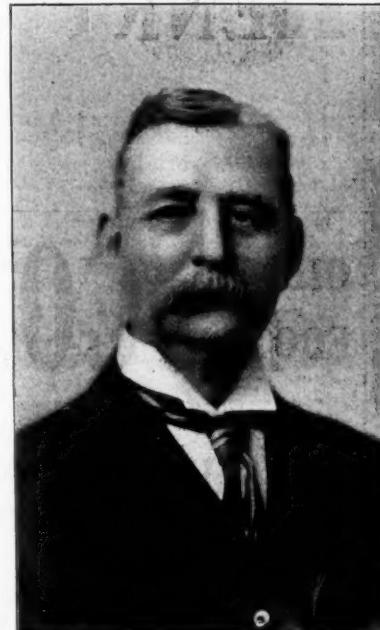
The committee believes that this is creating more interest than it did last year. The circulars seem to be in greater demand and we receive occasionally some criticism or comment on the contents of the circular, which shows the oil mill manager has become more interested.

The committee estimates that the money it has remaining on hand will enable it to send out five additional circulars, which would be mailed between now and the first of August. Whatever disposition might be made of this work for next season, it would have its obligation to its present subscribers to continue the set of circulars for this period.

While the committee recommends a continuation of this work on the part of the Association, it doubtless is true that it could not be continued indefinitely along exactly the same lines as it is now being worked.

The real development in this work should be accomplished through the National Government. It has been found that this can best be

done by local legislation, which allows the State or county to appropriate a sum of money, which will pay half the expense of the National Government carrying on this work for them.



H. J. PARRISH, Memphis, Tenn.  
Twelfth President of the Association, 1908-9.

The National Government has always been restricted in the amount of this work they can do by lack of funds, and they could cover just twice the territory they can otherwise, if the

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"UP-TO-DATE" 1912

June 8, 1912.

## THE NATIONAL PROVISIONER.

17T

State or local community contributed half of the funds necessary for carrying on the work.

We believe that if the Association decided to appoint a committee for this work for the coming year, some good work might be done along the line of getting the oil mills to try and help get local legislation by which the county or State would pay one-half the expense, and thereby help the National Government do more of this work for the farmer.

We recommend a continuance of this work, giving the committee discretion as to whether they shall proceed as they have the two previous seasons, or along the line of helping to get legislation as suggested above.

J. M. MACDONALD, Chairman.  
H. J. PARRISH.  
H. F. H. EBERTS.

MR. J. J. CAFFREY, of Kentucky: I move the report be adopted and the thanks of the Convention tendered to the committee for their able report.

PRESIDENT HEFLIN: The motion of Mr. Caffrey, being generally seconded, I wish before putting it to state that I have found our local banks to be the best medium for the distribution of the booklets and pamphlets. I took the pamphlets when I received them and gave to the cashiers of the

crowned with well deserved success, that will remain with us all as a blessed inspiration and a fragrant memory; that the Cotton Oil trade mourns a member who has been a power in its development, a pillar of strength in its support and whose earnest life and high character will ever be an example for imitation in all its branches, and that we who have been privileged to share in the influence of his association, and are proud to call ourselves his friends, bow our heads in deepest sorrow over the loss of a respected companion, a wise and trusted counsellor, a ready and willing helper and a well beloved brother; and be it further

Resolved, That we tender to the bereaved daughter, whose loving and solicitous care soothed his long and painful illness, to the stricken sons upon whom he so confidently leaned when sickness was upon him, and to his mourning relatives, our sincere condolences and tenderest sympathies in the great loss which is theirs, and be it further

Resolved, That copies of these resolutions be spread upon the minutes of this convention and printed in the records of the association, and that a copy duly signed by the President and attested by the Secretary be sent to the family of our departed brother.

Respectfully submitted,  
JO W. ALLISON,  
Chairman,

Texas.  
AARON D. ALLEN,  
Tennessee.  
E. S. READY,  
Arkansas.  
Committee.

Mr. Allison (speaking to the resolutions):  
Mr. President: In moving that these resolutions be adopted in silence and by a rising vote, I feel it a mournful pleasure to add a word of tender and reverent love to the tribute we all would pay to the memory of the dear friend we all would honor here today.

Francis Henry Bailey was born in the city of Houston, in the Republic of Texas, on the 22d day of December, 1839, and died at Paris, in the state of Texas, in the 73d year of his age on the 17th day of May, 1912.

All the years of his earlier life and up to the age of thirty-five, he spent in the city of his birth, and there at the age of twenty-six, on the 19th day of October in 1865, while yet his country trembled with the shock of war, he led to the altar the sweetheart of his boyhood days, Miss Mary Ella Perkins, and began that sweet companionship that . . . of heart and hands which was always the prop and stay of his life and remained unbroken and unmarried for over forty years, when the angels called her from his side to point the way to their eternal union in the higher life beyond.

Concerned as he always was, chiefly with those duties that lay nearest to his hands, he never sought the glare of political life, but an earnest thinker always, firm in his convictions, and fearless in their advocacy, it was not to be expected that he would be allowed to rest continuously within the pale of private life.

Spending his boyhood days amid the stirring events of the young republic, sharing in the transfer of her lone starred flag to the galaxy of her sister states, and while the blood of youth still ran warm in his veins, feeling the oppression of that same starry flag it was only natural that he sprang eagerly to his country's call in '61, and though believing with his friend Sam Houston that secession was an error, gave four arduous years to the cause of the Confederacy. It was only natural too, that at the close of that dark period, in which he had given faithful service and won his commission as a trusted officer, he should cheerfully resume the duties of citizenship and devote himself to the upbuilding of his country.

In 1874 he moved his residence to Hearne, was elected mayor of that thriving young town for several successive terms and subsequently earned the gratitude of the whole country by splendid service as county health officer during a severe yellow fever scourge. Moving to Paris in 1887 when the cottonseed oil business was yet in its infancy, he became connected with it as the representative of New Orleans mills, and later at Galveston and

Houston, which position he retained until 1895 when he organized and built a mill at Clarksville, Texas. He operated this mill until 1899, when he returned to Paris and organized The Lamar Cotton Oil Company, which mill he operated until stricken with his last illness, nearly two years ago, having in addition to this mill interests at several other points in the state.

During all this time he was always recognized as a leader in the industry and cheerfully accorded the love and respect of the entire trade.

In 1904-5 he was made president of the Texas Cottonseed Crushers' Association, and in 1906-7 served the Interstate Cottonseed Crushers' Association in the same capacity.

He was ever foremost in every movement looking to the advancement of the business, and held a place second to none in the love and respect of the men engaged in it, and his life and character was an honor to its membership.

Wise and prudent, all men trusted him, brave and upright, he was honored by all; gentle and sympathetic, all who knew him loved him. The trade will miss his broad intelligence and ready wisdom, his friends will mourn the absence of his cheering words, his tender sympathies and his helpful presence,



AARON D. ALLEN, Little Rock, Ark.  
Thirteenth President of the Association, 1909-10.

two banks of my city and asked them to distribute to the farmers who called there. I found it admirable, and now the banks are asking me for further supplies.

All in favor of the motion will please say "Aye."

The motion was unanimously adopted.

PRESIDENT HEFLIN: Will the Chairmen of committees to whom have been referred the duty of presenting memorial resolutions please present their reports; I have not the names of the committees with me.

MR. JO. W. ALLISON: Mr. President, I desire to present the following:

### Memorial to Former President F. H. Bailey.

Mr. President: Your committee appointed to draft suitable resolutions upon the death of our well beloved brother, F. H. Bailey, of Paris, Texas, respectfully offer the following:

Whereas, It has pleased an all wise Providence to summon from his place among us to his final reward in Heaven, our dearly beloved friend and brother, Francis Henry Bailey, of Paris, Texas, therefore, be it,

Resolved, By the Interstate Cottonseed Crushers Association in annual convention assembled, that in his death there closes a life replete with high and honorable effort and



B. F. TAYLOR, Columbia, S. C.  
Fourteenth President of the Association, 1910-11.

his family grieve for one whose place cannot be filled, but whose name and character remain a priceless heritage for all time.

MR. ALLISON: I move we adopt the resolutions by a rising vote.

Unanimously adopted, the Convention rising.

### On the Death of Erister Ashcraft.

MR. ERNEST LAMAR, Ala.: I desire to present the following resolution on the death of Erister Ashcraft, of Florence, Ala.:

"It becomes our duty to notify the Convention of the death of our brother member, Erister Ashcraft, of Florence, Ala., who died in June, 1911. His young manhood was spent in Florence, where he was engaged in many manufacturing enterprises, which were aided in their success by his untiring energy and business ability. It is impossible for any of us to pay just tribute to our silent and absent friend; we can only admire his many good deeds and leading characteristics. He was a consistent member of the church of his choice. In his convictions he was honest and sincere; always affectionate, generous and sociable. His attachments were deep and without dissimulation. During his last long illness, fraught with intense suffering, he was brave and true, bearing it with fortitude. If we were to define his character,

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Rosedale, Miss.  
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MANUFACTURERS OF COTTON SEED PRODUCTS  
ALSO HIGH-GRADE FERTILIZERS

we would say, first of all, he was a manly man, abhorring small or dishonorable things.

"In his death Alabama has lost a desirable citizen, and this Association an ardent supporter who was always alive to its interests. His life was crowned with jewels of good deeds, and he used his efforts to aid human happiness, to further truth, justice and right. We mourn his loss.

"There is no death. The stars go down  
To rise upon some fairer shore."

We submit to the Convention the following resolutions:

"Whereas, The All Wise Creator in His Divine Wisdom has seen fit to take from life our fellow member, Erister Ashcraft, who had by his energy, unselfishness and self-sacrifice formed business and social friendships which will endure as bright spots in the memory of all who knew him, and

"Whereas, Having been a member of this Association for years and having served on various committees of the Association with credit and honor to himself and to the Association, therefore be it

"Resolved, That the Convention in session assembled has heard with deepest sorrow the announcement of the death of our fellow member;

"Resolved further, That the Secretary convey a copy of these resolutions to his family through his brother, our incoming President, and that a copy be spread in the minutes

time for a kind word, and to give ear to the troubles of others. Duty was the ruling principle of his life; kindness, generosity and brotherly love were innate tributes to his nature. Brave as an eagle, never knowing cowardice or unworthy temptation, he lived the life of a man among men. He knew no distinction in his estimate of men by reason of their position, and respected above everything honesty, courage and sincerity.

"He leaves a widow and little daughter to mourn his loss, with whom we all deeply sympathize. Therefore be it

"Resolved, That we, the members of the Inter-State Cotton Seed Crushers' Association, deeply deplore his death and extend to his bereaved family our warmest sympathy in their affliction, and be it further

"Resolved, That these resolutions be spread upon the minutes of the meeting and that a copy be sent to the family of the deceased.

"J. M. AYDELOTTE,  
"J. J. CULBERTSON,  
"M. E. SINGLETON,  
"Committee."

On motion of Mr. J. S. Le Clercq the resolution was adopted by a rising vote.

#### On the Death of William Hooton.

MR. CHAS. A. STERNE, Illinois: I desire to present the following resolutions on the death of Mr. William Hooton, of Chicago:

"Whereas, It pleased our Almighty Father to remove from our midst on Easter Sunday, April 7, 1912, one of our members, in the person of William Hooton, of Chicago, Ill., be it

"Resolved, That it is the sense of this Association that we express our sincere regret in the loss of a most congenial member of our Association; and be it further

"Resolved, That the Secretary of this Association be instructed to forward a copy of this resolution to his family, extending to them our deepest sympathy and condolence in the hour of their distress; and be it further

"Resolved, That the Secretary be and is hereby instructed to spread these resolutions upon the records of this Association.

"CHAS. A. STERNE,  
"WALTER R. KIRK,  
"JOHN F. SMITH,  
"Committee."

The resolutions were adopted by a rising vote.

PRESIDENT HEFLIN: There is one other memorial resolution, but the committee having it in charge is not present and it will be read tomorrow. We will now take up the report of the special committee appointed yesterday to consider and recommend changes to our Constitution and By-Laws. Col. Allison, we will hear from you.

#### Changes in the By-Laws.

JO. W. ALLISON, Texas: I want to apologize in advance to the Convention; the stenographic copy of our report has just been handed me and I have not had time to look over it, neither has any member of the committee, but I will read it with this explanation. I do not care to go into any discussion of the proposed changes; they are merely to define and make plain the duties of several committees and to make more equitable the annual dues paid.

Your committee to whom was referred the duty of recommending any changes in our Constitution or By-Laws would respectfully report as follows:

By-Laws, Article 2, Section 6, Legislative Committee. Add paragraph 2, reading as follows:

"And it shall be the duty of all members of this committee to promptly advise the chairman of any legislation proposed, or actual, National, or State, which may affect adversely or favorably the cotton seed oil industry."

Article 2, Section 4, Committee on Grievances. Add paragraph 2, reading as follows:

"The Committee on Grievances shall upon request examine into all contentions or grievances of any nature whatever between members of this Association, except such as arise from decisions of any of the Arbitra-

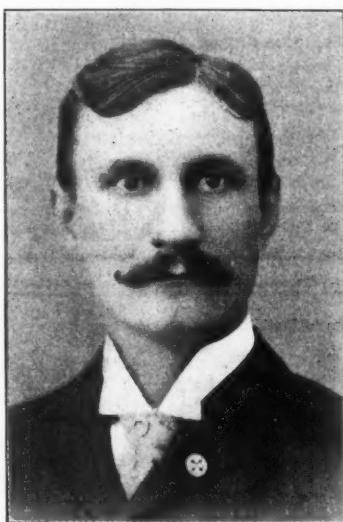
tion Committees, and upon the formal written demand of any member in good standing, any other member of this Association may be complained of for any unbecoming or unbusiness-like conduct, and upon receipt of such complaint by the Chairman, the Committee on Grievances shall, as early as possible, be convened and shall proceed to investigate the complaint made; for the purposes of which investigation they may take such testimony and summon such witnesses as in their opinion may be necessary, decide the case and assess punishment, reporting their decision to the President of this Association, who shall at once proceed to put into effect the verdict so rendered."

(MR. ALLISON: The purpose of this change is simply to define the duties of the committee and to give members of the Association an opportunity of filing any undefined complaint, having for its purpose also the maintaining of the purity and character of the Association.)

#### Work for the Governing Committees.

Article 2, Section 1, Governing Committee. Add as paragraph 2 the following:

"Each member of this committee shall be provided with a list of the members in his State by the Secretary of the Association, and shall furnish to the Secretary a list of those in his State who are actively in the oil mill and cotton seed product business, and shall be regarded by the Association as re-



J. J. CAFFREY, Louisville, Ky.  
One of the Veteran Refiners of the Industry.

of our records and a copy be forwarded to The Times, of Florence, Ala., with request it be published.

"ERNEST LAMAR, Chairman;  
"F. W. MCKEE,  
"R. L. HEFLIN,  
"Committee."

MR. H. A. WHITE, North Carolina: I move we adopt the resolution by rising and standing in silence.

The motion was so adopted, the Convention rising.

#### On the Death of J. Spencer Blackmon.

MR. M. E. SINGLETON, Missouri: I desire to present the following resolution on death of J. Spencer Blackmon:

"Since our last meeting it has pleased an all-wise Providence to remove from our midst our friend and brother, Mr. J. Spencer Blackmon, of Shawnee, Okla. He was a prominent and active member of The Inter-State Cotton Seed Crushers' Association and did much for the betterment of the Association. He was a man of genial and generous disposition, and to know him was to admire him; always making friends wherever he went and holding them ever, by his magnetic personality.

"He was devoted to his business, but no matter was ever so pressing but that he had



FIELDING WALLACE, Augusta, Ga.  
Member Executive Committee.

sponsible in his State for retaining the present membership and increasing it if possible; and shall at each annual meeting make a written report to the Association showing the list of members in his State at the time of his appointment and a list of new members secured, as also a list of those resigning during the year, together with such suggestions as in his opinion may broaden the welfare and usefulness of this Association."

(MR. ALLISON: I call the above section to the attention of Mr. Lamar, who made a somewhat similar suggestion yesterday.

MR. LAMAR: This will increase our membership 50 per cent.)

Article 2, Section 5, Bureau of Publicity. Change paragraph 1 to read as follows:

"The Bureau of Publicity shall consist of three members. The Chairman of this committee shall be elected by the Association for such term as it may annually decide. The President shall annually, subject to the approval of the Chairman, so elected, appoint the other two members of the Bureau."

#### Amendments to the Constitution.

Constitution. Article 4. Dues. Change this Article to read as follows:

"The regular annual dues of this Association shall be as follows:

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E. M. DURHAM, President.

M. H. JANIN, Secretary-Treasurer.

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June 8, 1912.

## THE NATIONAL PROVISIONER.

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"For Oil Mills having four presses or less, \$10 per annum.

"For Oil Mills having more than four presses, \$2.50 per press per annum.

"For other regular members, having the right to vote, as nominated in Sec. 2 of Art. 3, \$20 per annum.

"For Associate members as nominated in Sec. 3 of Art. 3, not having the right to vote, \$10 per annum.

"All of these dues are payable to the Secretary of the Association on May 1 of each year, which date is the beginning of the fiscal year.

"Provided, however, that the annual dues paid by members joining the Association on or at any time after March 1 in each year shall continue them in good standing until May 1 of the following year.

"No member shall be considered as in good standing or entitled to the benefits of this Association who is in arrears for dues or other indebtedness to the Association."

JO W. ALLISON,  
C. L. IVES,  
A. D. ALLEN,  
Committee.

MR. CULBERTSON, Oklahoma: In view of the fact that this committee has given careful consideration to the matters in which they suggest changes, I move the report be adopted.

MR. F. A. BLAIN, Texas: I second the motion.

MR. HUTCHINSON, Georgia: I presume the gentleman who made the motion to adopt the report is aware that changes in the Constitution and By-Laws have to be referred to a committee and then reported back to the Convention?

MR. CULBERTSON: I withdraw my motion and now move that this report be referred to a special committee, who shall report back at once.

This motion, being seconded, was adopted, and the President appointed the same committee who had the matter under consideration, and asked them to report to this Convention.

MR. ALLISON: The committee is now ready to report. (Laughter.)

Mr. Allison read the report on proposed changes to By-Laws and Constitution and moved its adoption. The motion being seconded very generally, was adopted.

PRESIDENT HEFLIN: We are now asked to recess for five minutes so the photographer can take a picture of the Convention.

A flash-light picture was then taken.

### Report of the Rules Committee.

PRESIDENT HEFLIN: We will now proceed to the consideration of the report of the Rules Committee. I will ask the members to move closer to the rostrum, and those not having copies of our present rules can obtain them at the desk. It has been customary when taking up this report that if there is no change in a rule suggested the rule is adopted, but I will not hold to that ruling. If any member has any change to suggest he can properly ask to have it considered.

Mr. C. W. Ashcraft, Chairman of the Rules Committee, now took the stand and read the rules and the proposed changes.

- Rule 1, no change.
- Rule 2, no change.
- Rule 3, no change.
- Rule 4, adopted as amended by committee.
- Rule 5, no change.
- Rule 6, no change.
- Rule 7, no change.
- Rule 8, adopted as amended by committee.
- Rule 9, adopted as amended by committee.
- Rule 10, no change.
- Rule 11, no change.
- Rule 12, adopted as amended by committee.
- Rule 13, no change.
- Rule 14, no change.
- Rule 15, no change.
- Rule 16, no change.
- Rule 17, no change.
- Rule 18, adopted as amended by committee.
- Rule 19, adopted as amended by committee.
- Rule 20, no change.
- Rule 21, no change.

Rule 22, adopted as amended by committee.

Rule 23, adopted as amended by committee and with additional clause offered by Mr. Lamar.

### Amendments Offered on the Floor.

MR. LAMAR: I have been requested, and I now offer as a motion to add to Rule 23, Sec. 3, the following:

"The owner of tank cars shall equip both inlet and outlet for oil, with facilities for sealing the same, and the condition of seals shall be evidence in claims."

MR. TENNILLE, Georgia: How do the proposers of this recommendation expect to have the inlets and outlets sealed, and of what is this evidence, and how can it be arrived at?

MR. LAMAR: If we ship a carload of meal we will either seal the car or have the railroad do so. If we ship a carload of oil sealed, and it reaches the buyer with broken seals, he has a come-back on the railroad. I have spoken to five refiners here today, and they see no objection to this rule.

MR. TENNILLE: The seller is to pay for these seals?

MR. LAMAR: The seller or the railroad will furnish the seals.

MR. TENNILLE: I know that it is easier



DR. FELIX PAQUIN, Galveston, Tex.  
Chairman Chemists' Committee and President of the  
Society of Cotton Products Analysts.

for a thief to get into a car of meal than it is to break into a car of oil.

MR. JOHN MYERS: Do I understand that if the car of oil is sealed and reaches destination intact that this is evidence of the correctness of the contents?

MR. LAMAR: It is simply evidence that the contents have not been tampered with.

The motion was now put and the amendment adopted.

Rule 24, no change.

Rule 25, adopted as amended by committee.

Rule 26. When this rule was reached and the proposed new section four read:

MR. CAFFREY, Kentucky: I seriously object to this clause. Shippers of both oil and soap stock will get into trouble. Some other method should be put into effect. If steam is turned into a car that contains oil it will at once depreciate in value.

MR. IVES, Cincinnati, Ohio: It is a great hardship to us. Our soap stock has been coming up frozen solid, and sometimes it is four days before we are able to dig it out of the car, paying demurrage all the time. I think Mr. Caffrey's objection can easily be explained away. You can thoroughly clean the car with steam after it has been emptied of the soap stock.

MR. CAFFREY: All that is necessary to spoil a car of oil is to turn steam into it. It will not affect me, but I can see the trouble that some crude mills will have when some employee will turn steam in a car of oil.

MR. IVES: I can't see why Mr. Caffrey thinks anyone would turn steam into a car of crude oil. We rarely get a car that is equipped with a steam coil. We have not been able to find a solution of the difficulty we have in unloading our soap stock.

CHAIRMAN ASHCRAFT: I am perfectly ignorant of the matter, but it occurs to me that Mr. Caffrey and Mr. Ives do not understand each other. This coil that was suggested by Mr. Ives to be put in cars holding soap stock is loose inside the car and does not extend outside.

MR. CAFFREY: I think I understand the proposition. It is true that while the coil is inside, crude oil becomes stiff and hard to handle, and, further, while no one should turn steam on in a car of oil, some of our employees might do it negligently, and the oil would be spoiled. If the refiner makes a claim, he can prove an excess of moisture. I say avoid open steam coils in tanks.

MR. IVES: I hope the amendment will be adopted. It is costing us \$10 a car now to unload, and this proposed coil will not cost more than \$3.

MR. CAFFREY: I move that Sec. 4 of Rule 26, proposed by the committee be not adopted.

This motion, being seconded, was duly adopted.

### Any By-Product of Oil Is Soap Stock.

MR. J. H. DUBOSE, Tennessee: Mr. President, I now offer the following to be added at the end of Rule 23, and also at the end of Rule 26:

"Any by-product of the refining of cottonseed oil shall be, for the purposes of this rule, considered as soap stock."

The motion was adopted.

Rule 27, adopted as amended by committee.

Rule 28, adopted as amended by committee.

Rule 29, adopted as amended by committee.

Rule 30:

MR. BLAIN: I move that we strike out the word "Publie" on eighth line of this rule and substitute therefor the word "Sworn."

This motion, being seconded, was adopted.

MR. A. H. D. PERKINS, Arkansas: The committee has formulated changes in the rules, and now presents them, without having had the same printed, as formerly, and it is difficult for us to decide whether or not the changes should be made. This is a direct violation of the by-laws.

Rule 30, adopted as amended by committee and as changed on floor, as noted above.

Rule 31, no change.

Rule 32, no change.

Rule 33, no change.

Rule 34, adopted as amended by committee.

Rule 35, no change.

Rule 36:

MR. DUBOSE: I move that the President be given power to fill the places of any member of the several committees who cannot serve.

MR. BLAIN: That provision is covered in the Constitution.

MR. DUBOSE: I then withdraw my motion.

Rule 36, adopted as amended by committee.

Rule 37, no change.

Rule 38, no change.

Rule 39, no change.

Rule 40, adopted as amended by committee.

### Loss Due to Faults in Weighing.

MR. CAFFREY: Mr. President, I had an addition to Rule 30 that I wanted to submit to the committee, and I mailed it to the President. He has not mentioned it here, and I will now, under your ruling, ask that we go back to Rule 30.

PRESIDENT HEFLIN: I will state that I brought here the letter Mr. Caffrey refers to, and I presented the matter to the Rules Committee, but no action was taken there.

MR. CAFFREY: I will try and present what I want, and I now move that we add to Sec. 4 of Rule 30 the following:

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THE NATIONAL PROVISIONER.

June 8, 1912.

## J. C. FRANCESCONI & CO.

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Merchants and Exporters

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Members of New York Produce Exchange  
Members of Interstate Cottonseed Crushers Association

We execute orders for

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FUTURES

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J. K. PORTER, President.  
THOS. WELLFORD, Vice-President.

Memphis, Tenn.

HENRY J. PARRISH, Supt. and Gen. Manager.  
J. J. MCKELLAR, Secretary and Treasurer.

## PHOENIX COTTON OIL CO. MEMPHIS, TENN.

MANUFACTURERS AND REFINERS OF COTTONSEED PRODUCTS

*Our Brands of Refined Cottonseed Oil are the Highest Quality*

"CANARY BRAND"  
CHOICE BUTTER OIL  
"ALBATROSS BRAND"  
CHOICE SUMMER WHITE OIL  
"L'OISEAU BRAND"  
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"PHOENIX BRAND"  
COOKING OIL  
"ORIOLE BRAND"  
CHOICE WINTER YELLOW  
"PARROT BRAND"  
PRIME WINTER YELLOW

"SPARROW BRAND"  
PRIME SUMMER YELLOW  
"PHEASANT BRAND"  
SUMMER YELLOW  
"OSTRICH BRAND"  
SUMMER WHITE

Also COTTONSEED OIL STEARINE, SOAPSTOCK and BLACK GREASE  
CABLE ADDRESS "PHOENIX," MEMPHIS

"And where seller furnishes sworn weight certificates by public or other equally reliable weighers, weighed on two or more scales, the buyer, to secure a decision, must show at least equal facility and care."

This looks plain and means what it says. The present rule looks well in theory, but in practice the arbitration committees disregard the evidence of the seller. Where a difference exists in weights it is sometimes not the fault of either the buyer or the seller, but the fault of the scales. The manufacturer of scales will tell you that when you get within 150 or 500 pounds on two different track scales, you are close enough. I have had a shipment weighed on two scales by a sworn weigher, and had his certificates, and also had the sworn certificate of the manufacturer of the scales that the scales were correct, and when the stuff reached the buyer it was 200 pounds short. What I want is to make the buyer take equal care with the seller.

**MR. JO. W. ALLISON:** I want to thank Mr. Caffrey for his solicitous care for the crude mills. I am perfectly willing to give Mr. Caffrey credit for his sincerity, but I want to reply to his unqualified statement that the weights of the seller are not given any consideration by the arbitration committees. I know that our Arbitration Committee not only gives consideration to the sellers' weights, but it gives every scintilla of evidence the most careful consideration. The Arbitration Committee of which I am chairman is composed of representatives of several interests, export oil buyers, packer buyers, export meal buyers, brokers and two crude mills, but never has there been the slightest intent of any of this committee to lean to any one interest. They represent the association. I object to the passage of the proposed amendment, because it seeks to restrict and hamper the Arbitration Committee in its duties. They should not have any fixed and fast rule to hamper their decisions.

**MR. MCKEE:** I am opposed to Mr. Caffrey's motion for another reason. Very few crude mills are in position to sustain their claim by double weights, while buyers are in position to do that.

**MR. CAFFREY:** Replying to Mr. Allison, his argument was most eloquently made. Its diction was beautiful. I cannot meet it in eloquence and force, but I think my proposed method of compelling the buyer to exercise the same degree of care with the seller is equitable, and all these things can be taken into consideration by the arbitration committees.

I have been before arbitration committees of the Inter-State Cotton Seed Crushers' Association, furnished them with certificates from public weighers on two scales, also the certificate of an inspector and the sworn certificate of the scale manufacturer that his scales were correct. My oil was measured up on an inside track scale by the buyer and found to be short 1,700 pounds. He took it to the Arbitration Committee and got judgment. They did not consider the seller's evidence.

**MR. HUTCHINSON:** I wish to state, as a member of the Arbitration Committee of Georgia, that we give careful consideration to all the evidence coming before us. I now move that the proposed amendment to Rule 30 be not adopted.

This motion, being seconded, was adopted.

#### Rules Adopted as a Whole.

**MR. HUTCHINSON:** I now ask that the previous motion of Mr. McKee, that the report of the Committee on Rules as a whole be adopted, be put, I seconding the motion.

The motion was put and adopted.

(The complete rules as adopted follow this convention report.)

**PRESIDENT HEFLIN:** It has been suggested that we vary the programme and proceed with our work and hold no afternoon session. If that meets with your pleasure we will now have the report of the Committee on Proposed Uniform Feed Law, Mr. J. S. Le Clercq, Chairman.

**MR. J. S. LE CLERCQ:** Mr. Reynolds is Chairman of this committee, of which I am a member. In his absence I will read the report.

## REPORT ON PROPOSED UNIFORM FEED LAW

By J. S. Le Clercq, Acting Chairman Special Committee.

Two years ago, at the annual meeting, this Association appointed a committee to confer with the Feed Control Officials of the United States in regard to agreeing on certain definitions of our product to be incorporated in a proposed uniform feed law.

You all are aware that at present there are nearly as many different State laws governing manufacture and sale of cottonseed meal as are States in the Union, and many States forbid the sale of meal which other States authorize by law to be manufactured. It is proposed by the Association of Feed Control Officials to recommend to all the States a uniform feed law for adoption, and to that end your committee has frequently met with the officials, endeavoring to agree on a mutually fair and equitable definition for cottonseed meal. There has been objection made by many oil mill men that in the proposed definition a standard was fixed for our meal, when other manufactured feeds were not so singled out in that particular respect. This objection is not well taken, when we consider that the various methods of manufacture produce what is now sold under the

preparatory to incorporate such definitions into a uniform feed law. Representing the Inter-State Cotton Seed Crushers' Association, Mr. W. A. Reynolds, of Charlotte, N. C., was present, Messrs. F. W. Brode and W. C. Johnson, of Memphis, Tenn., representing the Memphis Merchants' Exchange, and J. S. Le Clercq representing the Texas Cotton Seed Crushers' Association. Mr. Reynolds, as well as the Memphis representatives, took the same position in regard to a definition proposed for cottonseed meal as was outlined in his address before the meeting of the Inter-State Cotton Seed Crushers' Association at the New York meeting, to-wit: That cottonseed meal should not be standardized by definition when other feeds, including wheat bran, linseed oil, etc., were defined without a standard qualification, taking the position that meal made of Sea Island seed or by cold-pressure processes and naphtha methods, not requiring or admitting separation, and containing 25 per cent. protein would not be permitted to be sold as "cottonseed meal" under the proposed standardized definition, but would likely have to be sold under other names, such as "cottonseed feed meal" or "mixture of cottonseed meal and cottonseed hulls," therefore the definitions of cottonseed meal should be adopted as follows:

"Cottonseed meal is a product of the cottonseed only, composed principally of the kernel with such portion of the fiber and hull and oil as may be left in the ordinary course of manufacture, or may be indicated by the analysis thereof."

This definition, you will observe, will class as "cottonseed meal" all meal, no matter what protein contents, whether it contains 25 per cent., as is the case with cold-pressed meal, or 43 per cent., which is the minimum standard as now in force in Texas, and for this reason, in my opinion, principally is the demand on the part of the Feed Control Officials for some fair standard of protein contents to accompany the definitions of cottonseed meal, as the possibilities of manufacture of this product are so wide and far apart that it is not unreasonable to demand a standardized definition.

I do not think it right, fair or just for the great majority of mills manufacturing today as cottonseed meal a product rich in protein to be made to compete with the low grade, less nutritive product, to be sold under the same name.

It is not right to foist upon the consumer or feeder a product so wide in variance of quality, for the careless, unsuspecting or ignorant consumer should have protection, and he probably is more familiar with the merits of the name "cottonseed meal" than he is to observe the analysis on the tag.

Dr. Woods, of the Agricultural Experiment Station, Orono, Me., probably voiced the general sentiment and opinions of the Feed Control Officials when he stated that the crushers should present definitions for cottonseed meal. "That you can't drive a whole train of ears straight through," and that definition as proposed was simply, "cottonseed meal is a meal that is made any old way"; therefore, I believe the Feed Control Officials are not unreasonable in their demands for a standardized definition for meal, and I further firmly believe that the best interests of the manufacturer of cottonseed products are served by not only recommending on their own initiative a fixed minimum standard, but facing the issue fairly and honestly, and those manufacturers who do not decorticate their cake or meal should not attempt to sell same as cottonseed meal, but offer it on the market for what it really is, namely, cottonseed meal and cottonseed hulls.

The only point at issue in the proposed standardized definition is the minimum per cent. of protein which cottonseed meal shall contain. Texas State law now has the highest protein requirement, 43 per cent.; Oklahoma requires 41 per cent.; South Carolina, the lowest, 36 per cent. The manufacturer knows that with a minimum requirement of 36 per cent. it is possible to get as good re-



J. M. KYSER, Albertville, Ala.  
One of the Live Mill Managers of the South.

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sults by hydraulic process in the way of yields of meal as can be desired, and the Executive Committee of the Feed Control Officials' Association recommended for adoption the following definition for cottonseed meal:

**Proposed Definition of Cottonseed Meal.**

"Cottonseed meal is the meal obtained from the cottonseed kernel after extraction of part of the oil, and contains not less than 36 per cent. of crude protein."

The objection to the above is, of course, the statement that cottonseed meal is obtained from the cottonseed kernel only. It is impossible (unless all meal is bolted) to eliminate all particles of hull and fiber, and the manufacture of meal is bound to be accompanied by a quantity of hulls mixed with same, a reasonable quantity only, however, the reasonable quantity of which can well be determined by writing in the definition the minimum per cent. of protein contained in meal.

Considerable agreement and opposition being encountered to the adoption of the above definition as proposed, both as to definition and amount of minimum protein standard, and in accordance with the evident desire of the Feed Control Officials to arrive at an agreement with all trade interests in a fair and honest manner to both manufacturer and consumer final action on the definition of cottonseed meal was delayed, and this matter was again referred to the Executive Committee of their association for further consideration. It is now a matter for the Inter-State Cotton Seed Crushers' Association to consider what further arguments and information should be presented to the Executive Committee of the Feed Control Officials' Association in order to properly define cottonseed meal. That a standardized definition will eventually be adopted and inserted in the "Uniform Feed Law" is, to my mind, a foregone conclusion, and right and proper, and to the best interests of the trade and to the manufacturer desiring to uphold the value and merit of cottonseed meal.

There is some difference of opinion, however, among the Feed Control Officials as to the minimum per cent. protein allowable, 36 per cent. being favored by some, while others insist anything less than 38.62 per cent. should not be considered.

I would suggest that the following standardized definition of cottonseed meal be urged for adoption, which would assure the consumer a fair feeding value and allow the manufacturer to keep abreast with the times and progressive spirit of the age, improvements of machinery, etc., in increasing yields of products correspondingly increasing value of products, and consequent increase to the producer in the value of the raw material, as follows:

"Cottonseed meal is a product of the cotton seed only, composed principally of the kernel with such portion of the fiber and hull and oil as may be left in the ordinary course of manufacture, and contains not less than 36 per cent. of crude protein.

"Cottonseed feed shall be a mixture of cottonseed meal and cottonseed hulls, containing less than 36 per cent. of crude protein, and shall be plainly marked 'Mixture of Cottonseed Meal and Cottonseed Hulls.'

**PRESIDENT HIEFLIN:** This is a most important matter. This Association has had a committee for several years; the last two years I know our committee has been compelled to get the Feed Control Bureau to extend the time until next year; they now insist that we adopt a standard or they will adopt one themselves. The committee have been before the Feed Control Association and were promised time until the next meeting, at the same time giving us notice that if we do not adopt some standard that they will do it.

Mr. Le Clercq is in favor of adopting a standard, but Mr. Reynolds is not. Mr. Le Clercq believes we are going to have a standardization of feeds at the next meeting of the Feed Control Association. Now, is it better for us to adopt a standard or be compelled to accept a standard that is made for us?

**MR. LAMAR:** I think we should thank Mr. Le Clercq and his committee and continue

them in office to devise some method of standardizing our products.

**MR. MCKEE:** What effect will that motion have? I offer as a substitute that the committee be continued and that they endeavor to agree on a standard that shall be satisfactory to the Feed Control Bureau.

**Government Unfair to Cottonseed Products Industry.**

**MR. E. L. JOHNSON, Tennessee:** It is my province to advise with you gentlemen and to make such suggestions as occur to me. I simply want to say I do not think the United States government has any right to take any action with reference to cottonseed meal to our detriment that they would not attempt with any other commodity. The highest standard of the world is gold. The government says it must be just what it is, 24 carat, 22 carat, 18 carat or 14 carat. If we could get the government to treat cottonseed meal as it does gold, that would be all we want.

I do not believe that the sale of adulterated cottonseed meal should be allowed, but a mis-

which have formed an association, and this Association is seeking to adopt a standard for feed. All of the States are trying to agree on a law. Mississippi has repealed all existing laws and adopted a uniform feed law for all feeds except cottonseed meal. If we put hulls in cottonseed meal in equal parts, we could as well call the product hulls as meal. The idea of the feed control commission is simply to define cottonseed meal. They say to us: "Your great Inter-State Association gives three standards of meal, and yet you are not agreed as to what you want."

I think that the report of the committee should be referred to a special committee and that the committee appointed should report back to this convention their findings. The Feed Control Association is going to meet in October, and unless we give them our definition, they will adopt a standard which might not be satisfactory to us.

**MR. JOHNSON:** Ten years ago, in presenting an argument to our Agricultural Experiment Station, I published a pamphlet in which I showed that the experiment stations of the United States Government were not working in the interest of pure feeds; I think we could settle this matter ourselves without reference to the Feed Control Association. They want a standard, so we will have to give the most value for the least money. I say the old-time religion is good enough for me.

**MR. IVES, North Carolina:** I move that the report be referred to the incoming Executive Committee.

**The Enemies of Cottonseed Products.**

**COL. ALLISON:** I second the motion with great pleasure and I want to say that I agree with Mr. Johnson in his estimate of our experimental stations. Never were truer words spoken than when it is said that the experiment stations have never looked with friendly eyes on cottonseed products. The best endorsements made by the experiment stations have been made in a timid, sickly manner, "damning our products with faint praise."

The Texas feeder does not know or realize that when he makes a bale of cotton he makes nearly 1,000 pounds of better feed than he can buy in Kansas or Nebraska, and yet he sends millions out of his State to buy food for his cattle. The experiment stations are writing, "You must handle cottonseed meal very carefully," while under their own eyes they are feeding the stock with cottonseed products.

Many of the letters received by farmers from the stations are sent to me; their tenor is "go slow." Now, the experiment stations are the authority to whom the farmer looks, and, of course, they must put before the farmer only proven facts.

I am becoming known as somewhat of a "crank" on this subject, but I want to say to you that I have never made a statement about cottonseed or its product, that I have not proved to my satisfaction by experience. I write to these people who send me letters from the stations: "You and I are farmers; come to my town and I will take you to my feed lots and you can see for yourself how my animals are thriving on cottonseed meal."

In my long experience of 40 years I have never seen an animal hurt by cottonseed meal. This cannot be said of corn, oats or even hay. How many of you have seen a horse founder on oats? All of you have. You cannot founder an animal on cottonseed meal. Your cow can break into the barn and gorge all night long; it might be a little sick at the stomach next day, and act like a man who has taken a dose of liver medicine, but in three days it will look better and cleaner. This is true of all animals. (Applause.)

In seconding the motion of Mr. Ives I did so under a misapprehension. It should not be referred to the Executive Committee; that committee has a great deal of work to do. I want to say, by the way, that there is one exception to the experiment stations, and that is the Oklahoma station. That State has shown the proper regard for cottonseed meal.

**MR. JOHNSON:** I am glad to hear you say that, Colonel Allison. I helped educate that station.

**COL. ALLISON:** I move that the report



F. W. BRODE, Memphis, Tenn.  
Dean of the Cottonseed Products Brokers.

branding act would correct that, compelling the sack to be branded in big letters with just what the contents are; this would give us ample protection. If we have to standardize cottonseed meal we will do it to the detriment of cottonseed hulls. It looks unfair to try and elevate one branch of our industry to the injury of another equally as large a branch.

My cow likes hulls; my wife tells me that if we run out of hulls and she attempts to feed the cow wheat bran or corn, she will kick up a rumpus and not eat until starved out; now, why should we not give the cows of Kansas and Nebraska an equal chance? Not try and help one part of our business and hurt the other. If we could say to the government: "We recognize that feeds should be regulated, so put on each sack of feed shipped the contents in big letters. We could then cultivate a market for our hulls."

The better we make the meal the more it could be used to mix with other feeds. If we offer it pure, it is, like Dr. Wiley says, more like meat than meal, while another scientist compares it to cheese. I simply offer these remarks, not in any manner to criticize the committee who, I realize, have given careful thought to the subject, but to suggest that the government should if they will standardize our product, listen to our suggestions.

**MR. LE CLERCQ:** I suggest to Mr. Johnson that the various States have bureaus

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be referred to a special committee for consideration and report back to this convention.

This motion being duly seconded, prevailed.

**PRESIDENT HEFLIN:** I appoint on that committee Mr. Jo. W. Allison, Mr. A. D. Allen and Mr. J. J. Culbertson.

**PRESIDENT HEFLIN:** Will now hear the report of the Chemists' Committee, Dr. Felix Paquin, Galveston, Chairman.

### Report of the Chemist's Committee.

**DR. FELIX PAQUIN:** The report of our committee has already been printed and mailed to each member of the Association, and I take it that it will be unnecessary to read it, but I will read a formal tender of same:

To the President and members of the Interstate Cottonseed Crushers' Association:

Your Chemist's Committee met in New Orleans on August 28, 1911, and adopted as the official method of analysis to be used by chemists of the Arbitration Committees during the ensuing year or until amended, the following:

(This feature of the report will be published next week.)

The question of standard fullers' earth for bleaching oils in testing, of standard tintometer glasses and of modifying the total fatty acids test were discussed, and it was decided that these questions should be referred to the committee appointed by the incoming President of the Association.

**FELIX PAQUIN, Chairman.**

On motion, duly adopted, the report was received and filed.

**PRESIDENT HEFLIN:** We will now have the report of the Committee of Crude Oil Manufacturers, of which committee Mr. E. S. Ready is Chairman. As Mr. Ready is not present I will ask Mr. Aldrich to read the report.

Mr. Aldrich read the report as follows:

### Report of Crude Oil Manufacturers.

This committee finds that it has never made a report; nor does it find that it has ever been called upon to do so. However, our honored President has advised us that he expects a written report to be made at this meeting and requested that we send him a copy of said report in advance with such recommendations as we had to offer.

Being loyal members we must, of course, comply. We are not certain that we know exactly what the duties of the committee are, but we do know that crude oil is one of our most important products and that by taking proper care of crude oil after it is manufactured will save us trouble and often times expense. We all think we know the proper manner of production, after which care should be exercised to see that it is well settled and free from foreign matter before being put into storage tanks. Such storage tanks should be thoroughly cleaned before they are filled. These are minor details, but their importance should be impressed upon every mill that produces crude oil and sells it as such.

A great many complain of the refiner, who either rejects his crude oil or makes claim for excessive refining loss, because of flavor, odor or sediment. Many, no doubt, frequently feel that such actions are not justified, but experience teaches us that, as a rule, refiners are not such bad fellows. They are our best customers, ready to buy at a price and usually at the full market price of the day. They pay our drafts against bills lading before they see our oil and trust us to ship what we sell. It is our opinion that when such trust is reposed in us as crude oil producers it is certainly incumbent upon us to handle our products in a manner to justify this confidence. When a mill criticizes claims against their shipments of crude oil we believe the times are not infrequent when, if they would look closer after the handling and treatment of the oil before it leaves their hands, they would find where the fault lies.

There is always a risk of damage to the quality of crude oil when it is stored before being well settled, or stored in tanks that are not thoroughly cleaned each time after they are emptied. If the oil is not properly settled before loaded into railroad tank cars for shipment the sediment is certain to be discovered when the oil is put into the refining kettles.

Crude mills are not always right in their contentions; nor are the refiners always wrong. We can, to a large extent, save the refiners the trouble of making claims and ourselves the annoyance of them by proper care in handling our crude oil before storing it or shipping it; by keeping our storage tanks clean, so that crude oil after it is made and stored will not deteriorate; and by shipping well-settled oil of the quality guaranteed on contracts.

Respectfully submitted,  
E. S. READY, Chairman,  
JAS. SLOAN,  
FRED B. JONES,  
Committee.

The report was received and the committee thanked for its labors.

**PRESIDENT HEFLIN:** We are now under the head of general business. Has any member anything that he desires to bring before the convention?

**MR. SINGLETON:** Gentlemen, I want to again remind you that we have arranged a car ride for the ladies today on which they will be taken by the ladies of our local committee; they will leave the hotel at 2:30 and will be carefully cared for and either landed at Cafferatas Garden, where we all are to



JULIEN L. BRODE, Memphis, Tenn.  
Former Special Agent U. S. Department of Commerce  
and Labor.

dine at 6:30, or be brought back to this hotel. We hope that all the ladies will attend. We also want every member and visitor to dine with us tonight. (Applause.)

Motion was now made to adjourn, and at 2:40 p. m. the convention adjourned to meet Thursday at 10 a. m.

### THIRD DAY

THURSDAY, JUNE 6, 1912.

The convention met at 10:30 a. m. with President Heflin in the chair. Several additional new members were received, including W. R. Spann, Tallulah, La.; Sprout, Waldron & Co., Murray, Pa., and Farmers' Cotton Oil Co., Dothan, Ala.

Mr. Durham, of Mississippi, announced the receipt of a telegram of thanks from A. C. Landry, of New Orleans, for his election as a life member.

Mr. Lamar, of Alabama, invited the members to attend the Alabama Convention at Pensacola, Fla., on June 19 and 20.

A telegram was read from Government Agent Julien L. Brodie, expressing his regret at his inability to be present.

President Heflin was here presented with a silver service by friends in the association, Mr. Lamar making the presentation.

(Presentation to President Heflin.)

**MR. LAMAR:** Mr. President, in your address at the opening of our meeting here on Tuesday, you expressed thanks to the convention for their support during the year of your administration now drawing to a close.

I have the pleasure and honor of being delegated by our brothers, here assembled, to thank you, and to express to you our appreciation for the uniform courtesy shown us in your rulings, and for the service you have rendered us during the past year.

We feel, my dear sir, that every retail of our great industry has been considered by you with care and that through your effort, as our chief executive, our business has been strengthened.

While your term of office is now drawing to a close and you will soon retire, we are happy and content that it does not take you from our fold and rank, we will still enjoy the benefit of your wise counsel, and that your watchful eye will continue to assist us in safeguarding the progress that our great industry deserves and will attract. You have served us without remuneration, but we desire to say: "Well done, thou good and faithful servant," and the convention by rising vote (the convention rises) desires me to shake hands with you, and say we ask God's blessing upon you and yours, and may your future life be one of peace and happiness, and the afternoon and evening of it be attended with much content.

Again, my dear sir, I have the honor and pleasure of presenting to you and Mrs. Heflin a small token of our love and respect, and trust that it may, in after years, be a gentle reminder of your friends, who loved and admired your many noble qualities, and those who were connected with you in one of the greatest industries of the South.

(A chest of silver is now brought forward, and loud and continuous applause and three cheers are given for Mr. Heflin.)

When quiet was restored Mr. Heflin said:

My friends, I cannot express to you in words at my command, my appreciation of the beautiful works and the beautiful gift you have presented to me. We will treasure the gift all our lives, but the greatest treasure are the sentiments you have expressed. The honors you have conferred upon me are, I feel, more than I deserve. I have always been proud of this Association and gratified at the success it has had in the accomplishments of the objects for which it was formed. Ever striving to be absolutely fair in the handling of any matter brought before it, this has been my constant aim, and for this I deserve no credit; I have simply done what I considered to be my duty and no man can do less and be faithful, even to himself.

The recollection of this occasion will be a sweet memory all of our lives. I can say no more than that I am proud of the friendships that these meetings, and each of them have brought to me and to each and every one of you of the kindness and consideration you have always shown me, and especially in this last and beautiful remembrance. (Applause.)

**PRESIDENT HEFLIN:** I will now ask the Chairman of the Executive Committee, Mr. Durham, to present his report.

**MR. DURHAM:** The report of the Executive Committee was presented by Mr. Durham. It stated that no appeal cases from any arbitration committee had been presented, and that about the only business was the selection of a convention place. The selection of New Orleans was related, and the later change to St. Louis, because of flood conditions. Concerning the New Orleans Weighing and Inspection Bureau Mr. Durham said:

Mr. E. M. Durham reported to the committee that by request of the President he had given special attention to and supervised the New Orleans Weighing and Inspection Bureau, and was glad to say that a very large amount of business had been attended to during the season and apparently to the entire satisfaction of both buyer and sellers, as there had been very few complaints, and these were easily explained and adjusted. The bureau was also on a satisfactory basis financially. The weigher and inspector, Mr. Prager, will, as usual, submit his detailed report.

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Mr. Durham also reported that some improvements in the methods of weighing, which would cheapen the service, that he had hoped to inaugurate, had not been accomplished, owing to the protracted strike on the I. C. System. He also reported that he had received applications from various buyers and oil mills for the establishment of weighing and inspection bureaus at Mobile, Pensacola and Savannah. The committee requested him to investigate and take such action as he thought necessary and advisable, or if he thought best to report the result of his investigations to the incoming executive committee.

An increase of \$300 per year in the allowance for the secretary's office was also advised and adopted. The report was received and filed.

A letter from a foreign manufacturer of press cloth was read by Mr. Culbertson. The paper was received and filed.

A suggestion was made by Vice-President Ashcraft that in order to make the name of the Association less misleading and more comprehensive it be changed from Inter State to National Cottonseed Crushers' Association. This suggestion met with opposition from the originator of the Association, F. W. Brode, of Memphis, and from E. M. Durham, of Mississippi, its first president, and Mr. Ashcraft withdrew his motion.

Discussion of uniform feed standard.

**PRESIDENT HEFLIN:** We will now hear the report of the committee to whom was referred the report of the proposed uniform feed law.

**COLONEL ALLISON:** Mr. President, your committee to whom has been referred for consideration and recommendation the report of your committee on the uniform feed law, would respectfully report as follows:

1. We recommend that the gratitude of this convention be extended to the committee for its able work, and we acknowledge the value of the information concerning this important subject contained in their report.

2. In conformity with their report we would respectfully recommend that a definite standard for both cottonseed cake and meal be recognized and established by this Association which shall, as far as possible, be in conformity with the requirements of the uniform feed law, the necessity for which we recognize, and in the accurate and correct definition of which we desire to assist, and that for the purpose and to this end we recommend that to rule 10, paragraph 1, there be added the following words: "Provided, that nothing that shall be recognized, traded in or sold as cottonseed cake that does not conform to the requirements above set forth, and that does not contain at least 36 per cent. protein"; and that similarly there be added to paragraph 1 of rule 12 the words: "Provided, that nothing shall be recognized, traded in or sold as cottonseed meal which does not conform to the above requirements and that does not contain at least 36 per cent. protein."

**MR. FITZSIMMONS:** It seems to me that if we undertake to change our rules we should take more time to deliberate. I have the highest regard for the committee who have brought in this report, but I think the change should have a longer time to be considered. Ten years ago we made a meal that had 8 per cent. guaranteed. Today that would be folly, and as our business is growing greater each day, I do not think we should establish a hard and fast rule.

**MR. TAYLOR:** Probably some little explanation may be in order. The old definition of cottonseed meal got into our rules last year. We were asked by the legislative committee to define cottonseed meal because of the fact that the Association of Agricultural Chemists wanted such definition. They did not want cottonseed meal. In order to find this it was necessary to know what is accepted in all of the States. In Europe they still mix the kernel and the seed together and call it meal. In the United States we have decorticated and undecorticated meal.

**COL. ALLISON:** I do not intend to take part in this discussion, but I would like to know what is before the house.

**PRESIDENT HEFLIN:** Nothing is before the house.

**MR. McKEE:** I move that the report of the committee be adopted. Seconded.

**MR. McKEE:** I would like Mr. Le Clercq to explain why this standard is wanted.

**MR. LE CLERCQ:** I think our report of yesterday gave the reasons fully. As you know, some States have 43 per cent. meal and some 36 per cent. It is proposed now to make a uniform standard in all States for feed stuff. The Mississippi Association has been negotiating with the Feed Control Officials of the United States to get cottonseed meal defined. Action has been deferred for two years because we have been unable to define cottonseed meal. A definition of meal with a minimum standard should be adopted by this Association, and I think our definition will be acceptable. It is either we adopt some standard or have it done for us.

**MR. SLOAN:** The definition of cottonseed meal that we have was a compromise from scores of different places in the country. I think if we have to make a standard we should give ourselves margin enough. I think if, instead of making it 36 per cent. protein, we call it 6 per cent. ammonia, or 31 per cent. protein, we would be safe, and there would be no impropriety.

**MR. CHERRY, Kansas City:** I did not intend to take part in this discussion because, as an ordinary cottonseed meal broker, I do not know if I have the right to take up your time or not, but I think it would be well for us to adopt a standard that would be acceptable to and adopted by the Feed Control Officials. I listened carefully yesterday to the report read on Uniform Feed Laws, and I went to the Livestock Exchange and secured two copies of the Kansas City Drovers' Telegram, which is considered by all cattlemen to be the recognized cattle and livestock journal of the world.

To illustrate the point I want to make for fairness and honesty in the cottonseed business, I will read an advertisement in that paper: "Cattle feeders, attention! I offer you cottonseed meal \$26.40 a ton, delivered anywhere." Now, in the same paper cottonseed meal is quoted at \$28.40 per ton. I have had, and am still having, an experience with the advertiser. If I had 10,000 tons of standard cottonseed meal, I would not have to take off \$2 a ton to sell it. If I reduced it \$1 per ton it would sell itself. (Applause.)

My experience with this advertiser after some correspondence was this: I put an advertisement in the same paper I have alluded to offering \$5 cash for a good average sample of cottonseed meal representing the contents of a car of meal bought and received at \$27.15 per ton (or less), delivered within the last forty days in either Kansas or Missouri that will test 41 per cent. protein. I received 27 samples, had them all analyzed, and the highest was 27 per cent. (Applause and laughter.) Gentlemen, you have heard of the "drag net" that the chief of police throws out. You would be surprised to know some of the people engaged in this business of selling our product adulterated.

My experience, as I started to tell you, with this advertiser was that I went to my feed lot in Pleasanton, Kan., and arranged with my groceryman and my banker to order a car of choice meal. It was duly received and at once tested; the draft paid. The analysis showed 24 per cent. protein and 3½ per cent. fat. The car was at once forwarded to Kansas City on the original bill of lading, and it is now in possession of the government. The next day an eminent firm of attorneys wrote me that the advertiser had concluded to go out of business, and that we should "get together." We must purify our business; get rid of such men. Every car of choice cottonseed meal that we sell makes more advertising, and yet these frauds have so hurt our business that I have, under protest, sold in the last season as much cotton seed as I have sold cottonseed meal. (Applause.)

**MR. HUTCHINSON:** I hope that this matter will be passed to the Rules Committee for them to report it to our next meeting.

**MR. LE CLERCQ:** This was all before the Rules Committee on last Saturday, and it was felt to be so important that it was not

acted on, but is now brought before this Convention.

**MR. MONTGOMERY, Oklahoma:** I want to congratulate Mr. Le Clercq and thank him for his services. As I understand the matter, before our next meeting the Feed Control Association is going to do something, and if we get off at their hands with 36 per cent. protein we will be doing well. I move the question.

The question was put and the report adopted.

President Heflin vacates the chair, which is assumed by the Vice-President.

**MR. ASHCRAFT:** I am requested to take the chair, and I will now recognize the committee to whom was referred the President's report.

**Report of Committee on President's Address.**

Your committee appointed to report on the address and recommendations of your President beg to submit the following:

We recommend to the attention of all refiners that it is of prime importance to keep the products to the highest possible standard which, owing to new methods of refining, is now more possible than heretofore, and thus greatly increase the uses of refined oil for edible purposes. Serious consideration should be given by the members of the Association to the suggestion of your President on subject of linters. We endorse the formation of a business bureau to handle this product and organize a company having in view a better system and method for disposing of linters and realizing a value for same commensurate with its commercial worth. We heartily favor and endorse the suggestion of the President, and call the attention of our members to the evils and disadvantages of speculation in crude oil. The sale of oil to speculative buyers should be discouraged, as the mills themselves are the chief sufferers, for such oil sold invariably comes back to the market again for re-sale, thus apparently giving the impression of a great deal larger production than is really the case, with a consequent lowering of values. We consider this one of the most important recommendations made. President Heflin calls your attention to the large increased home demand of the principal products we manufacture. This goes to show the great work that has been done by our Bureau of Publicity, even in the limited way in which it has been able to act, and emphasizes the importance of this bureau and what it could accomplish if they had larger means at their command under the same able administration.

This Association owes a debt of gratitude and appreciation to President Heflin for his untiring, faithful and effective work for the advancement and welfare of the business in which we are engaged, and we feel that we voice the sentiment of every member of this Association in extending to him appreciative recognition for his services so earnestly and successfully performed and executed.

Respectfully submitted,

J. M. AYDELOTTE,

C. L. IVES,

J. S. LE CLERCQ.

Committee.

The report of the committee on the president was received and adopted. Short addresses were delivered by Ernest Lamar, of Alabama, on "Organization," and by J. B. Perry, of Mississippi, and S. R. Cassells, of Alabama.

The committee on report of the Bureau of Publicity made its report, complimenting the bureau upon its remarkable record with small expenditure of funds.

**MR. F. A. BLAIN:** The committee appointed to report on the address of the Chairman of the Bureau of Publicity begs leave to report as follows: That we have been astonished at the vast amount of advertising secured at such a small outlay of money.

The increase in the use of our products has been most gratifying during the past year, and that we believe the expenditure of a much larger sum is imperatively demanded to continue this work upon a scale commensurate with the magnitude of our industry. The meager pittance allowed our Bureau of Publicity is entirely inadequate to place our products properly before the public, and that the

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332 mills belonging to this association, representing nearly, if not quite, thirty million dollars, are neglecting the greatest factor in the up-building of this great industry by not providing sufficient funds to properly advertise and instruct the public in the use of our products.

That it is the opinion of this committee that this Association can profitably expend twenty-five thousand dollars per annum in exploiting our products, and should provide at least ten thousand dollars per annum for the use of the bureau.

### The Election of Officers.

**COLONEL ALLISON:** Mr. President and gentlemen of the convention, I have risen through the courtesy of Mr. Lamar, who, before making a nomination, has yielded to me. I know that every member of this Association knows that to me membership in this organization is a matter of pride. I love it. The matter of the selection of our officers has always been merely the rewarding of a member for services performed. But two years ago there crept into our organization something like caucusing or politics; we had an election of officers, departing from our old custom of promotion, and that election has left feelings of bitterness in the hearts of many of the members.

I deplore more than I can express this feeling. One section promising another to do this at this time if you help it next time. This is very repugnant to many of us; to me it is more than distasteful. These conventions should be as they were always: a time, a place for renewing old friendships and associations disrupted in the year past, and the forming of new and pleasant ties. Until two years ago this was what these annual meetings meant. Let us go back to the old way. Let each member say to himself we will have no contest. The officers of our Association should be tried men, they are called upon to discuss not only State, but national affairs. I move that there be no nominations for officers, but that the tellers pass around, and that each member vote in silence for his choice.

The motion, being seconded, was lost.

Invitations were received for holding the next convention from Mayor Behrman, of New Orleans; the Chicago Association of Commerce, the Buffalo Chamber of Commerce and by Mr. Cherry, in behalf of Kansas City.

**PRESIDENT HEFLIN:** Nominations for president are now in order.

**MR. ERNEST LAMAR:** Mr. President and gentlemen of the convention, before I nominate the gentleman whom I intend to place before you, I want to say I agree with Col. Allison. This organization is too big for politics. We are told by the Bible that God created the earth, the beasts of the field and the fish in the sea, and then man in his own image. Why? Because man is greater than all. We have in this world a great civilization, but man is greater than that civilization. We have in these United States a great Constitution, because man made it. We have in the greatest harbor in the word the Statue of Liberty, but man is greater than "Liberty," because man made it. We have here a great industry. We have taken a product that was waste, that was harmful and worse than useless, and by our efforts we have made it into a great industry that feeds and clothes man and beast, but, gentlemen, man is greater than this industry, because man made it. We have come here today to elect a man to head our great organization, not a man of 40 years ago or 100 years ago, but a man of today. We have that man. He has made a success of his own business, and I take great pleasure in nominating a man for the presidency of this Association from Alabama; a man whom we in Alabama recognize as one of our foremost citizens. Mr. C. W. Ashcraft, of Florence, Ala. (Continuous applause.)

**MR. ALLEN:** Mr. Ashcraft has given us an earnest of what he will do by his services as vice-president, and I take great pleasure in seconding the nomination.

**MR. FITZSIMMONS:** I move that the nominations be closed and that Mr. Ashcraft be elected by acclamation, the convention at once arose and loudly proclaimed the new president.

**MR. HEFLIN:** Gentlemen, it is not necessary for me to introduce your new president. Here he is, Mr. C. W. Ashcraft.

**PRESIDENT ASHCRAFT:** Just because we do things as they have been done before I suppose it is proper for me to say a few words on this occasion. I think if I should ask you what I should speak about you would say (about a minute). (Laughter.) I thank you for your cordial reception. When I knew that you contemplated this action I felt that the position was one that would tax my ability, but when I listened to Col. Allison, and heard him state what qualifications a man should possess for this office, I felt that I would not do. I must thank you for the great honor you have done me, and while I realize the great responsibilities of the office I still further realize that I can accomplish nothing without the earnest co-operation of each of you, and I must say to you as Abraham said to Lot many, many years ago (let us be brethren). If we are to be successful, we must labor together; whatever I can accomplish in this office I must always acknowledge. Gentlemen, that as I come to this work I bring to it the same earnest effort which I have always given to my work in the cottonseed industry, ever since I began, with my own hands to build the brick and stone work and the machinery of my own oil mill. It seems a part of my very life blood, my little two-press mill which I built with my own hands (applause).

A few days ago I spoke to you in a humorous vein. Today I am going to speak seriously. I acknowledge that to my business of oil milling I give almost religious enthusiasm. I must acknowledge to you that I believe the best efforts of my life are prompted by religious feelings. I must also say that you cannot imagine the enjoyment and comfort I derive from my church work, but I must also acknowledge that I am something of a heretic. I believe I go to church and work in it as I do because I enjoy it. I go there also to show off my new clothes when I have them, but when I go to my office or, better still, when I put on my overalls and go to work, making something that will make life better and more abundant for myself and my neighbors and for humanity, then I do believe that the hand of God is upon me, and that I am truly rendering service unto Him. (Applause.) That I believe is the highest order of service I can profess. I believe that the business relations not only of this organization, but all business should be founded on brotherly love. I must confess, gentlemen, that I cannot bring my business or the business of this Association to this condition, but I hope to promote spirit of brotherly love and co-operation. I thank you again, gentlemen, for your expressions of confidence, and I hope our work in the coming year will be satisfactory and happy, that you may come back next year in increased numbers. (Long applause.)

### Contest Over Election of Vice-President.

Nominations for vice-president being in order, F. C. Dunn, of Kingston, N. C., placed in nomination C. L. Ives, of Newbern, N. C., as the man who had built up the North Carolina Association and had stimulated interest in the work for the Inter-State Association. He has seven years' record of quite faithful work for the industry in this Association, and deserves recognition.

The nomination was seconded by Christopher Fitzsimmons and B. F. Taylor, of South Carolina; Earnest Lamar, of Alabama, and W. M. Hutchinson, of Georgia.

James Sloan, of Memphis, nominated M. E. Singleton, of St. Louis, in a witty speech. The nomination was seconded by Messrs. Perry and Durham, of Mississippi; Ready, of Arkansas; Parris, of Tennessee, and R. H. D. Perkins, of Arkansas.

A ballot was ordered, with Messrs. Perry and Dunn as tellers and Secretary Gibson as judge. The results were not announced, but the election of Mr. Singleton was declared and Mr. Dunn moved to make it unanimous. The motion was carried, with a shout, and the gigantic form of Mr. Singleton was shoved forward to the platform where he made a brief speech of thanks.

On motion of Mr. Ives, of North Carolina,

J. W. Allison, of Texas, was elected chairman of the Bureau of Publicity.

Secretary Gibson had been elected for life, but he was given a rising vote of appreciation and made a speech of thanks, in which he urged the members to back him up in pushing forward the Association.

The present governing committee was declared re-elected for the ensuing year, except where individual States suggested changes, nominations to be made by them.

The following resolutions on the tariff question were presented by Mr. Culbertson:

### Resolutions on Tariff Discrimination.

Whereas, The cottonseed oil industry of the United States now labors under the handicap of discriminatory tariff treatment in a number of foreign countries, despite the fact that this government accords to those discriminating countries the full benefit of the minimum tariff of the United States, and

Whereas, Especially unfair, unreciprocal and discriminatory treatment is accorded American cottonseed oil in Austria-Hungary to the great detriment of the welfare of the industry, and

Whereas, During the current year there has been gathered a crop of cotton approximating 16,000,000 bales, with a corresponding enormous increase in the production of seed and oil, the surplus of which oil must, to be profitably disposed of, be advantaged by the extension of foreign markets, and

Whereas, The former market in Austria-Hungary for approximately \$5,000,000 worth of the oil yearly has for some years been prohibitively closed by the imposition of a duty of 40 kronen per 100 kilos, as against not to exceed 15 kronen per 100 kilos duty upon any other edible vegetable oil competing with cottonseed oil, and

Whereas, Prior to the time when the United States granted to Austria-Hungary the benefits of her minimum tariff there were secured through diplomatic representatives of Austria-Hungary official assurances that in return for the granting of such benefits the duty on cottonseed oil would be speedily equalized with that of other competing edible oils, and

Whereas, The Austro-Hungarian government continues to manifestly and unfairly seek to delay carrying out its assurances and as an alternative proposes a reduction of the duty on edible oil to 24 kronen per 100 kilos, and of the duty on technical or inedible oil to 2 kronen per 100 kilos, and

Whereas, The proposed rate on edible oil would be quite as prohibitive of trade with Austria-Hungary as in the present rate, and the reduction to 2 kronen of the duty of inedible or technical oil would in no way benefit the American industry, but inure wholly to the benefit of the oil-crushing industries of Great Britain and Germany, and

Whereas, The government of the United States has taken the position that American cottonseed oil is justly entitled to equivalent tariff treatment with all other edible competing oils, and

Whereas, it is manifestly unfair and unreciprocal that the government of Austria and Hungary should continue to benefit by addition under American minimum tariffs on all their exports to this country, while continuing to discriminate as at present against American cottonseed oil; now, therefore, be it

Resolved, That it is the sense of the Inter-State Cotton Seed Crushers' Association, in convention assembled and representing as a body the entire cottonseed oil producing industry of the United States, that such discrimination as at present exists in Austria-Hungary against American cottonseed oil constitutes in effect just such "undue discrimination" as is contemplated by Section 2 of the existing tariff law of the United States, and is justly punishable thereunder by the application of the maximum tariff of the United States, and that the present especial need of the industry for foreign markets in which to dispose of the surplus produce warrants particularly in the case of Austria-Hungary most drastic action on the part of the United States Government unless

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the discrimination complained of is speedily removed; and be it further

Resolved, That a copy of this preamble and resolution be spread upon the records of the Convention, and that duly engrossed and signed copy thereof be transmitted at once to the Honorable Secretary of State at Washington.

These resolutions were adopted unanimously.

Resolutions were presented by a committee headed by Edwin Lehman Johnson, thanking the New Orleans committees for their efforts in preparing for the meeting which was not

held there, and expressing sorrow over flood losses; expressing thanks to the St. Louis committees headed by M. E. Singleton, J. S. Le Clercq, W. E. Chittenden and A. R. Strain for their delightful entertainment; to the mayor, the banker and the preacher who welcomed the Convention so delightfully; to the press of St. Louis and to the official organs of the Association for their generous publicity; to the Planters' Hotel for courtesy extended. These resolutions were unanimously adopted.

At 3:15 p. m. President Ashcraft declared the convention adjourned sine die.

## OFFICIAL TRADING RULES OF THE ASSOCIATION As Adopted at the Convention at St. Louis

Following is the complete draft of the trading rules of the Inter State Cotton Seed Crushers' Association, as adopted at the St. Louis Convention, to take effect July 1, 1912:

[Additions to the rules made at this meeting appear in italics.]

**Rule 1.**—In the absence of any special contract to the contrary, the following rules are to govern in all trades in cottonseed and cottonseed products by and between members of the Inter State Cotton Seed Crushers' Association.

### COTTONSEED.

**Rule 2.—Section 1.** Prime cottonseed shall be clean, dry and sound, free from dirt, trash and bolls, and must be the fruit of the upland cotton plant.

**Sec. 2. Off Seed.**—Cottonseed not coming up to the requirements of prime seed shall be considered off seed. Off or damaged seed shall be settled for on its merits and comparative value as against value of standard prime seed.

### COTTONSEED OIL.

**Rule 3.—Section 1.** Sales of and quotations for cottonseed oil, either crude or refined, shall be made by the pound or decimal fraction thereof; it being understood that 7½ pounds constitute a gallon.

**Sec. 2. Measurements.**—A tank car of cottonseed oil for contract purposes shall be 60,000 pounds unless otherwise specified. A barrel of oil, if sold loose, is 375 pounds. A gallon of oil is 7½ pounds avoirdupois.

### CRUDE COTTONSEED OIL.

**Sec. 3. Packages.**—Crude cottonseed oil may be sold either loose or in barrels, as agreed between seller and buyer. If in barrels, they shall be good, new, iron-bound barrels, properly silicated and / or thoroughly steamed and cleaned refined petroleum barrels. Packages must be in good shipping order, and contain not less than 48 gallons each, provided that the aggregate of delivery on any sale shall equal 50 gallons for each barrel sold. On delivery of other than above barrels, an allowance of 50 cents per barrel shall be made by seller.

**Rule 4.—Section 1. Grades.**—Choice crude cottonseed oil must be made from sound de-corticated seed; must be sweet in flavor and odor, free from water and settling, and shall produce, when properly refined, choice summer yellow oil at a loss in weight not exceeding 6 per cent.

**Sec. 2.** Prime crude cottonseed oil must be made from sound de-corticated seed; must be sweet in flavor and odor, free from water and settling, and must produce prime summer yellow oil with the use of caustic soda by the best refining methods with a loss in weight not exceeding 9 per cent. Provided, that any oil that refines with a greater loss than 9 per cent., but still makes prime summer yellow oil, shall not be rejected, but shall be reduced in price by a corresponding per cent. of the contract price of the oil.

**Sec. 3. Off Crude Cottonseed Oil.**—Oil neither choice nor prime shall be called off oil. When off oil is sold by sample, any oil tendered shall equal sample, but if it should refine at a loss exceeding the loss of the sample by not over 3 per cent., but otherwise equal, it is still a good tender at a reduced price in proportion to the excess loss.

The buyer shall have the right to reject the oil outright if it tests beyond 5 per cent. refining loss as compared with the sale sample.

**Sec. 4. But where claim is made for excess refining loss, the value of the excess soap stock, less any excess cost of handling such oil, shall be taken into consideration in settlement by the parties at interest.**

### TANK BOTTOMS.

**Rule 5.**—Sales and deliveries of tank bottoms, to be a product of crude cottonseed oil, shall be a matter of contract between seller and buyer, and may be bought and sold by sample, or otherwise, as may be agreed upon.

### REFINED OIL.

**Rule 6.—Section 1. Grades.**—Choice summer yellow cottonseed oil must be sweet in flavor and odor, prime in color, clear and brilliant in appearance and free from moisture.

**Sec. 2.** Prime summer yellow cottonseed oil must be clear, sweet in flavor and odor, free from water and settling, and of no deeper color than 35 yellow and 7.1 red on Lovibond's equivalent color scale.

The color scale examination shall be made as follows:—The oil is placed in a pure white four-ounce sample bottle; the depth of the oil in the bottle shall be 5¼ inches. The bottle shall be placed in a tintometer which is protected from any light except reflected white light and the reading made at a temperature of about 70 degrees Fahrenheit. If the oil is of deeper color than the glass standard, 35 yellow, 7.1 red, it shall not be classed as prime.

**Sec. 3.** Good off summer yellow cottonseed oil may be off in flavor and / or odor, but must be prime in color.

**Sec. 4.** Off summer yellow cottonseed oil shall be free from water and settling, off in taste and color, and should be sold by sample.

**Sec. 5.** Prime bleachable cottonseed oil must be clear, sweet in flavor and odor, free from water and settling, and when bleached shall be of no deeper color than 20 yellow and 2.5 red, of Lovibond's equivalent color scale, by the use of 6 per cent. of standard English fuller's earth, or other earth of equal quality, and best bleaching methods. The color examination shall be made in the manner provided for summer yellow.

**Rule 7.—Section 1. Contracts.**—Settlements of contracts for refined cottonseed oil shall be made on the basis of 400 pounds net to the barrel.

**Sec. 2. Packages.**—Packages for refined oil must be good hardwood iron-bound barrels, new or thoroughly cleaned refined cotton oil barrels, painted or varnished. They must be delivered in good shipping order, and shall not be under 375 or over 450 pounds each in case of delivery. On delivery of packages other than as above, an allowance of not exceeding 50 cents per barrel shall be made by seller. Tares shall be tested if required by either seller or buyer, by emptying four barrels of each 100 barrels, to be taken indiscriminately from the lot. Allowance shall be made for difference in tares in excess of one pound per barrel.

### SOAP STOCK.

**Rule 8.—Section 1.** Soap stock must be a product of the refining of crude cottonseed oil, and all sales thereof, unless otherwise agreed

upon by seller and buyer, are made upon a basis of 50 per cent. fatty acid, not to fall below 40 per cent. If containing less than 40 per cent. fatty acid, soap stock shall not be considered merchantable. Delivery to be made in merchantable packages or tank cars.

A contract tank car of soap stock shall be 60,000 pounds, unless otherwise specified.

Soap stock shall be drawn for at 90 per cent. of the invoice, unless analysis of the seller accompanies invoice, in which case draft shall be made for the amount indicated by the shipper's analysis. If soap stock is sold on the mean test between seller's and buyer's chemists, an outside chemist's test to be final, the expenses of such outside chemist shall be divided equally between seller and buyer.

**Sec. 2.** Acidified soap stock must be a product of acidified cottonseed soap stock, thoroughly settled, and all sales thereof, unless otherwise agreed upon by seller and buyer, are to be made upon a basis of 95 per cent. total fatty acid. Deliveries to be made in merchantable packages or tank cars.

The total fatty acids in acidified soap stock to be determined by the same methods as are now employed in the determination of total fatty acids in soap stock as adopted by the chemists' committee of this Association in Atlanta, Ga., on August 22 and 23, 1910.

A contract tank car of acidified soap stock shall be 60,000 pounds, unless otherwise agreed upon.

**Sec. 3. Contracts.**—Settlement of contracts for soap stock, or acidulated soap stock, shall be made on the basis of 400 pounds net to the barrel.

### COTTONSEED CAKE.

**Rule 9.—Section 1. Weights.**—A ton of cottonseed cake is 2,000 pounds, unless otherwise specified.

**Sec. 2.** In case of shipment of carload lots or over, the official port inspector or sworn weigher, at points where there is no official port inspector, after delivery to buyer, may re-weigh the shipment (but if weighed on track scales, actual gross, tare and net weights must be given), and certificates so taken and properly sworn to shall determine weight in all cases where cake is sold "delivered" or "weights guaranteed at destination," provided the shipment is not broken in transit.

**Sec. 3.** In case of loss in weight of more than one-half of one per cent., the expense of weighing shall be paid by the seller, but in case the weights are found to be correct, or under-weighted, or within one-half of one per cent. of invoice weight, the cost shall be paid by the buyer, and the seller shall be paid for the excess weight so determined.

**Sec. 4.** In the absence of specific agreement to the contrary, weight of loose cake at destination shall be determined by weighing each car, both before and after unloading, by a sworn weigher as provided in section 2 of this rule, not interested in, nor in the employ of the buyer, and the claims for loss in weight to be entitled to consideration must be accompanied by a sworn certificate from such weigher that the empty car was thoroughly swept and cleaned of all small pieces and cake dust and sweepings, and such small pieces and dust counted in the net weight. Where loose cake is sacked at destination, and re-weighed after sacking, claims to be entitled to consideration must be supported by a sworn certificate of a weigher as provided in section 2 of this rule, who must also certify that he personally saw the small pieces of cake properly weighed, and that they are accounted for in his weight certificate. Actual weights of sacks to be deducted, provided that where cake is sacked at destination no claims shall be made unless the loss in weight exceeds one-half of one per cent.

**Rule 10.**—Cottonseed cake is a product of the cottonseed only, composed principally of the kernel, with such portion of the fibre or hull and oil as may be left in the ordinary course of manufacture, or as may be indicated by the analysis thereof, and shall be graded and classed as follows: *Provided, that nothing shall be recognized, traded in or sold as cottonseed cake that does not conform to the requirements set forth, and that does not contain at least thirty-six per cent. protein.*

Section 1. Choice cottonseed cake must be bright yellow in color, sweet in odor, friable in texture, not burnt in cooking, free from excess of lint, and shall contain not less than 8 per cent. of ammonia, or 49 per cent. of combined protein and fat.

Sec. 2. Prime cottonseed cake must be of good color, yellowish, not brown or reddish, sweet in odor, firm but not flinty in texture, free from excess of lint, and shall contain not less than 7½ per cent. of ammonia, or 46 per cent. of combined protein and fat.

Sec. 3. Good cottonseed cake must be of good color, yellowish, not brown or reddish, sweet in odor, firm but not flinty in texture, free from excess of lint, and shall contain not less than 7 per cent. of ammonia or 43 per cent. of combined protein and fat.

Sec. 4. Cottonseed cake not coming up to contract analysis shall be a good delivery if within one-quarter of one per cent. of ammonia, or within 1¼ per cent. of combined fat and protein, guaranteed by contract or of sale sample, but the settlement price shall be reduced at the rate of one-tenth of contract price for each 1 per cent. and proportionately for fractions of deficiency in ammonia, or one-forty-ninth, one-forty-sixth or one-forty-third, as the case may be, for deficiency in protein and fat.

Where cake is sold on sample, to be a good delivery it must reasonably conform to the sale sample in color and texture.

Sec. 5. No claim for deficiency of protein and fat combined, or of ammonia, shall be made by buyers unless the deficiency shall exceed one-half of one unit of protein and fat combined, or one-tenth of one unit of ammonia.

Sec. 6. Packages.—Cottonseed cake, unless otherwise specified, shall be packed in good, strong, sound bags, either new or second-hand, at the option of the seller, unless specified in contract. Packages must be well sewed and in good shipping order, and bear a shipping mark or brand.

#### COTTONSEED MEAL.

Rule 11.—Section 1. Weights.—A ton of cottonseed meal is 2,000 pounds, unless otherwise specified. A sack of cottonseed meal is 100 pounds gross weight.

Sec. 2. Weights and Packages.—Cottonseed meal shall be packed in good, sound bags of suitable strength, either new or second-hand, 100 pounds gross weight (except where otherwise stipulated for packages designed for export in kilo or other bags). The bags must be well sewed and in good shipping order, and bear a shipping mark or brand.

Rule 12.—Cottonseed meal is a product of the cottonseed only, composed principally of the kernel, with such portion of the fibre or hull and oil as may be left in the ordinary course of manufacture, or as may be indicated by the analysis thereof, and shall be graded and classed as follows: *Provided, that nothing shall be recognized, traded in or sold as cottonseed meal that does not conform to the requirements set forth, and that does not contain at least thirty-six per cent. protein.*

Section 1. Choice cottonseed meal must be finely ground, not necessarily bolted, perfectly sound and sweet in flavor, yellow, free from excess of lint, and by analysis must contain at least 8 per cent. of ammonia, or 49 per cent. of combined protein and fat.

Sec. 2. Prime cottonseed meal must be finely ground, not necessarily bolted, of sweet odor, reasonably bright in color, yellow, not brown or reddish, free from excess of lint, and by analysis must contain at least 7½ per cent. of ammonia or 46 per cent. of combined protein and fat.

Sec. 3. Good cottonseed meal must be finely ground, not necessarily bolted, of sweet odor, reasonably bright in color, and by analysis must contain at least 7 per cent. of ammonia or 43 per cent. of combined protein and fat.

Sec. 4. Cottonseed meal not coming up to contract grade shall be of good delivery if within one-quarter of one per cent. of the ammonia content or 1¼ per cent. of combined fat and protein content of the grade sold, or of the sale sample, but the settlement price shall be reduced at the rate of one-tenth of the contract price for each per cent. of am-

monia, or one-forty-ninth, one-forty-sixth or one-forty-third of the content of protein and fat, as the case may be, and proportionately for the fractions of deficiency in ammonia.

Where meal is sold on sample, to be a good delivery it must reasonably conform in color and texture and be within one-half of one per cent. of the ammonia content of the sale sample.

Sec. 5. No claim for deficiency of protein and fat combined or of ammonia shall be made by buyers unless the deficiency shall exceed one-half of one unit of protein and fat combined (or one-tenth of one unit of ammonia).

Sec. 6. On shipments of carload lots or over for export, the official port inspector or some public weigher shall have the right to open cars after delivery to buyer and take at random therefrom and re-weight a number of bags equal to 5 per cent. of the entire number in the car, and in case a shortage is found, then the entire contents of the car shall be re-weighed. In case a loss is shown of more than ½ per cent. the expense of weighing shall be paid by the seller.

Rule 13.—Analysis.—When the contract does not name the chemist or chemists whose certificate shall decide the analysis, buyer shall obtain the certificate of chemist, based on official or agreed samples drawn at destination, and if such certificate is not satisfactory to both buyer and seller they may agree on another chemist, to whom official or agreed samples may be sent, and settlement shall be made on the mean of the two analyses thus obtained, which shall be final. But if buyer and seller cannot agree on the second chemist, the matter shall be arbitrated. The buyer shall furnish arbitrators with the certificate of the chemist as above, and the arbitrators shall, at their discretion, obtain the analysis of some other chemist, and shall base their award on the mean of the two analyses, unless they are convinced there has been a great mistake made in one.

When contracts guarantee a certain analysis, if seller has to pay an allowance, he must also pay all analysis fees, except the first; but if there is no allowance, the buyer must pay all analysis fees. When contracts are for a basis of a certain percentage, buyer must pay for first analysis and seller for second.

Rule 14.—Rejections.—Should the whole or any portion of a shipment of cottonseed cake or meal not turn out equal to the contract quality, the buyer shall take delivery at an allowance to be fixed by arbitration, but if any portion shall be adjudged not to be within \$1.50 per ton of the value of contract quality, the purchaser shall have the option of rejecting and invoicing back such portion at the contract price.

Provided, always, that in case of such rejection the buyer shall have the right to demand and the seller must deliver, or the seller has the right to deliver and the buyer must receive, a quantity equal to that rejected, at the contract price.

But in case the rejection under this rule is made too late to admit of the seller being able to make the delivery within the contract period, the buyer may buy through a recognized broker for the account of the seller the product in deficit, and the seller must pay all cost of such repurchase to cover.

#### LINTERS.

Rule 15.—Section 1. Cottonseed linters shall be governed in sale by special contract.

Sec. 2. Mill run linters shall be made from beginning cottonseed, without regard to grade, and shall be free from flues, or lint obtained from threshed seed or grabots.

Sec. 3. When a sale is made of season's or balance of season's output of linters, the seller must ship and the buyer must receive all the linters seller makes to the end of the season; provided, that when estimated number of bales is stated in contract, or in confirmation of sale or purchase, the buyer may demand and seller must ship, or may ship whether demanded or not, 15 per cent. in excess of estimated quantity if he makes a sufficient number of bales to enable him to do so, and buyer must receive and pay for same at contract price. Should seller not make the

quantity estimated, he shall deliver the number of bales made, and shipment of 85 per cent. of the estimated quantity shall be deemed a fulfillment of the contract.

Sec. 4. Should a buyer fail to give shipping instructions for linters or to receive them when shipped in accordance with the terms of the contract, the seller may, after proper notice to the buyer, sell the linters in dispute through a recognized broker for the buyer's account, and any loss sustained will be a valid claim against the buyer. Conversely, a buyer may protect himself in case of non-delivery of linters bought.

Sec. 5. Weight and Packers.—A bale of linters for contract purposes is 500 pounds gross weight, with a maximum or minimum allowance of 5 per cent. Bales weighing less than 350 pounds may be rejected by buyer.

Merchantable linters must be suitably baled and tied and free from country damage. But country damage, if properly allowed for, shall not be a bar to delivery on contract.

#### HULLS.

Rule 16.—Section 1. A ton of cottonseed hulls shall be 2,000 pounds.

Sec. 2. A carload of hulls for contract purposes shall be the minimum weight fixed by the railroad tariff at point of shipment.

Sec. 3. All claims against shipments shall be as pertaining to all other cottonseed products.

Sec. 4. On all offers and sales of sacked cottonseed hulls it is understood they are to be in sound, approximately 100-pound sacks and so branded, unless otherwise stipulated at time of sale.

#### GENERAL RULES.

Rule 17.—Section 1. All offers, sales or purchases of cottonseed products shall be understood, unless specified to the contrary, to be f. o. b. cars at the mill, weights and quality guaranteed at destination when received in original packages in good order, loss or damage by accident or wreckage in transit to be at buyer's risk. Unless specially stated otherwise, oil shall be considered as sold loose, and buyer shall furnish tank cars.

Sec. 2. When contracts are made for a percentage of the contract amount to be paid at time of shipment, the balance of the amount shall be due in thirty days after arrival of goods at destination, and if not paid on demand the seller may make demand through the secretary of the Association, and if payment be not made within five days after notice the secretary shall proceed as under rule 36, section 8, to expel the buyer from the Association, provided no claim or arbitration is pending.

Rule 18.—Trades by Telegraph.—On all trades by telegraph, day messages requiring day answers shall be open until 12 o'clock midnight of the day on which sent; for immediate reply answer shall be filed in telegraph office within one hour from the time of receipt of telegram on offer. *For quick reply answer shall be filed in telegraph office within two hours from the time of receipt of telegram on offer; for prompt reply answer shall be filed in telegraph office within three hours from the time of receipt of telegram on offer;* night messages shall be open until noon following the night on which sent. The time when telegrams are filed in telegraph office send the same to govern, and this section to apply when no specific time is stated in the original offer.

Rule 19.—Time of Shipment.—All trades in cottonseed products shall be for either immediate, prompt or specified dates of shipment.

(1) Immediate shall be within five working days.

(2) Prompt shall be within ten working days.

(3) Specified dates according to contract.

In all cases the bill of lading shall be evidence of the date of shipment. *Unless the date shall conflict with the railroad records, in which case the arbitration committee shall consider for the determination of the time of actual loading and delivery of the car to the transportation line, both the date of the Bill of Lading and the Railroad record, together*

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*with such collateral evidence as may be submitted.*

(4) It is understood that this rule does not refer to or in any way affect the *shipment* of oil in buyer's tanks. Nor does it in any way refer to or govern the shipment or delivery of empty tank cars.

Rule 20.—Section 1. All sales of cottonseed products, unless otherwise specified, shall be for cash, payment to be made by resident buyers upon presentation of invoice with railroad ticket signed, or bill of lading attached, showing delivery of goods to the carrier in good order.

Sec. 2. Unless specially stipulated, payment of non-resident buyers shall be by sight or demand draft at contract price, with actual cost of exchange, if any, paid, not to exceed one-quarter of one per cent., with bill of lading attached, showing delivery of goods to the carrier in good order.

Sec. 3. Any tender of a grade of oil, meal, cake or linters better than the grade sold shall be deemed a good delivery.

Sec. 4. When goods are delivered to the carrier as agreed, whether in whole or partial completion of trade, payment for same shall become due, and all risks belong to the buyer after carrier has signed bill of lading.

Rule 21.—Section 1. On all sales of cottonseed products to or through regular brokers, the seller shall pay the brokerage, unless otherwise specially agreed.

Sec. 2. When a trade is closed with or through a broker, it shall be understood that his fee has been earned, whether the goods are finally delivered or not.

#### FORWARDING OF BUYER'S TANKS.

Rule 22.—Section 1. In case the buyer furnishes tank cars, forwarding of the entire number of tank cars contracted for shall be made by the buyer as follows:—

(a) Quick forwarding of empty tank cars shall be within two working days, date of contract not included.

(b) Immediate forwarding of empty tank cars shall be within five working days, date of contract not included.

(c) Prompt forwarding of empty tank cars shall be within ten working days, date of contract not included.

(d) Specified Forwardings.—Tank cars shall be forwarded by buyer in such time that under the ordinary course of transportation they shall reach the seller before expiration of contract time, and seller in all cases shall have up to forty-eight hours after delivery of tank or tanks at destination in which to load and ship.

(e) Cars Delayed En Route.—In case of quick forwardings, in case of immediate forwardings, and in case of prompt forwardings, buyer cannot be held responsible for railroad delays, and no demurrage shall accrue after cars have been delivered to railroad and bill of lading has been signed. In cases where railroads will not issue bills of lading for empty tank cars, their receipt, or acknowledgement from them of an order to forward, shall be considered the same as a bill of lading.

(f) In case a tank car is disabled or lost, another tank car shall be forwarded by buyer within forty-eight hours of receipt of information of this, and delays consequent upon such loss or disability shall not impair or affect contracts where it can be shown that the buyer took such action.

(g) It is understood that the arrival of tank cars at the town where mill or refinery is located shall constitute delivery as above.

Sec. 2. It is understood that this entire rule refers to the forwarding of empty tank cars by the buyer, and does not refer to the movement of oil by the seller. The date of bill of lading, or document required under paragraph e, shall be evidence of forwarding, and such date will count as one of the days to be counted. *Unless the date shall conflict with the railroad records, in which case the arbitration committee shall consider for the determination of the time of actual loading and delivery of the car to the transportation company both the date of the Bill of Lading and the railroad record, together with such collateral evidence as may be submitted.*

#### SHIPMENT OF OIL OR SOAP STOCK IN BUYER'S TANKS.

Rule 23.—Section 1. Specified shipments of oil or soap stock in buyer's tanks shall be made within the time specified in the contract.

Immediate shipment of oil or soap stock in buyer's tanks shall be within five working days, date of contract not included.

Prompt shipment of oil or soap stock in buyer's tanks shall be within ten working days, date of contract not included.

Sec. 2. It is understood that for any of the above three shipments of oil or soap stock in buyer's tank cars the tank cars shall be forwarded by buyer in such time that under the ordinary course of transportation they shall reach the seller in time to allow him to make delivery as per contract, and seller in all cases shall have up to forty-eight hours of delivery of tank or tanks in which to load and ship.

Sec. 3. *The owner of tank cars shall equip both inlet and outlet for oil with facilities for sealing the same; and the condition of the seals shall be evidence in claims.*

*Any by-product of the refining of oil shall be regarded as soap stock.*

#### NOTICE OF FORWARDING AND SHIPMENT OF TANK CARS.

Rule 24.—Section 1. Buyer shall notify seller when tank cars are forwarded, giving location of car, with number and name, and follow up such notice with railroad receipt or bill of lading, except where railroads refuse to issue same. Railroad records shall determine date of forwarding.

Sec. 2. Seller shall in like manner give notice of arrival of tank car and reshipment of same, sending railroad receipt or bill of lading, the date of which shall be evidence of shipment of loaded car.

#### FAILURE TO FORWARD TANK CARS BY BUYER.

Rule 25.—Section 1. Failure on the part of buyer to forward cars in the proper time and give due notice thereof shall entitle the seller, at his option, to cancel the contract, or to exact demurrage at the rate of two dollars per tank car for every day's delay, or, upon notice, the right to sell the oil for the account of the buyer within forty-eight hours. Sundays and legal holidays not included, through any cotton oil broker in good standing, at the best obtainable price, holding the buyer for losses. Sale to be for earliest obtainable shipment, original buyer to pay demurrage for all delays. But in case of forwarding tank cars for specified forwardings (paragraph d, rule 22), when it is shown that the tank cars were forwarded in due time as above specified, and delayed en route, the seller must fill them, charging the buyer two dollars per day per tank car as above specified, and the buyer must accept them under the contract. In case the seller elects to cancel, he must, after he has acquired the right to cancel any contract, or part thereof, notify the buyer by wire of his intention to do so, it being understood that the contract is in force until such notice of cancellation has

been given by seller, and that the provisions of this rule apply to the movement of individual tank cars, and delay in regard to any number of tank cars embraced in one contract shall not influence action in regard to such tanks as may have been forwarded in proper time. Failure to give such notice shall operate as a renewal of the contract and shall extend the time of same as many days as seller allows to lapse before giving notice.

Sec. 2. It is understood that nothing in the above rule may be taken to limit or interfere with the measure of damages that may arise under the contract.

#### SELLER'S TANKS AT MILL.

Rule 26.—Section 1. (a) Where seller furnishes tank cars for oil or soap stock sold, buyer shall unload them within forty-eight hours after arrival at destination. In case buyer does not unload them within forty-eight hours after arrival at destination, he shall pay the seller two dollars for each tank car for every day's delay or fraction thereof beyond forty-eight hours.

Sec. 2. Where oil or soap stock is sold in seller's tanks f. o. b. mill, or c. a. f. a definite point, for a given shipment, the seller has the right to ship at his convenience during the contract period.

Sec. 3. Where oil or soap stock is sold in seller's tanks for shipment during a given month, basis c. a. f. a specified point, the buyer, having the right to order elsewhere, must furnish the seller with shipping instructions within five days after request for same; such request not to date prior to contract month.

Any by-product of the refining of oil shall be regarded as soap stock.

#### BUYER'S TANKS AT MILL.

Rule 27.—Section 1. Seller shall in all cases load tank cars within forty-eight hours of arrival at destination, and to their full capacity, when within contract requirements, and buyer must furnish tank cars of sufficient capacity to allow fulfillment of contract by seller, or pay the difference between the market and contract price for deficiency at time of shipment. *Or in case of excess shipment buyer shall not be required to pay more than the market price for such excess on date he receives notice of its shipment.* In case the seller does not load the tank cars at the expiration of forty-eight hours after arrival, he shall pay the buyer two dollars for each tank car for every day's delay beyond forty-eight hours (in this case "destination" means "mill" when within free switching limits of the town where mill is located). Or if within forty-eight hours after the expiration of contract time of shipment the tank cars have not been loaded, the buyer shall have the right to cancel or purchase the quantity of oil due on contract for the account of seller at the lowest obtainable price, through any cotton oil broker in good standing, holding the seller for loss sustained.

Note.—It must be understood that this rule is intended only for the protection of the buyer after his tank cars have arrived at the mill, and in no case shall be taken to extend the time of delivery under the contract or to limit or interfere with the measure of damages that may arise under the contract.

Sec. 2. Tank cars delayed during settlement of disputes, by arbitration or otherwise, shall be subject to demurrage at the rate of two dollars per day, less the customary unloading time of forty-eight hours, the party in error to pay the demurrage. Seller shall, in all cases before handling, inspect tank cars and clean them, if necessary, at the expense of the buyer, charging him actual cost of same.

#### CONTRACTS.

Rule 28.—Section 1. When cottonseed products other than oil and linters are sold for shipment over one or more months, it shall be at seller's option, except as herein-after provided as to the time in each of the months named as to shipment, but the seller shall ask the buyer for shipping orders at least ten days before he shall make shipment. *But when this is done the seller must begin to ship the Cotton Seed Products within ten days after the order is received.*

(a) Seller's request for shipping orders, if given before the first day of the month in which shipments are to be made, may not be recognized by buyer until the first day of the month in which shipment is to be made, and buyer then may have ten days in which to put seller in possession of orders. At the expiration of ten days from notice of seller, if shipping orders have not then been received, seller may, upon notice by wire confirmed by letter given forty-eight hours in advance, resell within ten days through any recognized cottonseed products broker in good standing, for account of buyer, holding original buyer for any loss or accounting to him for any profit earned over the contract price less actual loss incurred in such resale.

(b) When cottonseed products other than oil and linters are sold for immediate shipment, buyer shall furnish shipping instructions within forty-eight hours after trade is closed. When sold for prompt or other shipment, not hereinbefore provided for, the buyer shall furnish instructions within five days from date of contract. In any case where

buyer fails to furnish shipping instructions as specified seller shall ask for instructions by wire, confirming by letter, and failing to receive same within forty-eight hours, may, at his option, cancel the contract or resell the products within five days thereafter, through any recognized cottonseed products broker in good standing, at the best obtainable price, holding original buyer for any loss and / or expenses incurred in such resale, and accounting to him for any profit earned over the contract price, less expenses incurred in such resale. Conversely, in any case where seller fails to make shipment within contract time at shipment, buyer may, at his option, cancel the contract or repurchase the product through any recognized cottonseed broker in good standing at best obtainable price, holding original seller for any loss and expense incurred in such repurchase and accounting to him for any profit earned, less expenses incurred in such repurchase.

(c) If an oil mill is destroyed by fire or providential causes, or is damaged to such an extent as to prevent its operating in time to fill outstanding contracts, the company owning said mill must deliver from the same or some other point or points, equalizing freights, the quantity and grade of products evidenced by outstanding contracts at the time of such destruction or damage, and the buyer must receive and pay for same at contract price. Conversely, a buyer may protect himself in case of non-delivery of products bought and, conversely, also, should buyer be damaged or destroyed, seller must be protected by buyer similarly.

Sec. 2. Sales for shipment over two or more months are understood to be for equal shipments during each month named, unless otherwise specified in the contract.

Sec. 3. In case of contracts for oil for specified shipments, it shall be the duty of the seller to notify buyer at least ten days previous to the expiration of the period in which tank cars might be forwarded in time to reach seller in time to admit of shipment of the oil within the contract period. In case seller does not give such instruction within the period specified, it shall be the duty of the buyer to ask by wire for such instructions, confirming by letter, and then failing to receive them, may, upon wire notice given forty-eight hours in advance, through any recognized cotton oil broker in good standing, buy the oil contracted for, holding the seller for any loss and expense incurred in such repurchase, and accounting to him for any profits earned in it over the contract price.

Sec. 4. The place of fulfillment of contracts for export is to be at American seaport of shipment or border.

#### CLAIMS.

(Note.—Members should notify the secretary of this Association of any differences had or likely to arise, in order that he may fore-stall resignation of any member complained of before formal complaint is filed.)

Rule 29.—Section 1. All claims against shipments of cottonseed oil and soap stock must be made within ten days after arrival at American points of destination.

Sec. 2. All claims against shipments of cottonseed products, other than oil and soap stock, must be made within thirty days after the arrival at American points of destination of last car completing the contract, it being understood that the basis of the total claim shall be the entire contract and not any separate car or part of the shipment. It is also understood, for the purposes of this rule, that when a sale covers shipments over two or more months, or to several consignees, each shall constitute a separate contract. Further provided, that in case of meal, weights over the fixed weight of the package as named in contract shall not be allowed.

Sec. 3. No claims from any foreign market will be recognized unless the proper samples of the goods are taken and preserved previous to their leaving American shore. But on shipments made on through bill of lading only, samples drawn as provided in the rules governing samples before removal of goods from foreign dock will be recognized.

Sec. 4. Where claims are made and not sustained, the claimant must pay all ex-

penses incurred by reason of such incorrectly made claims; it being understood that this does not refer to costs in arbitration cases.

Sec. 5. All claims arising from contentions as to quality to be brought before the Arbitration Committee of this Association must be accompanied by an affidavit from a reliable party, substantially in the following form, describing and identifying the sample submitted as taken from and fairly representing the entire shipment:

#### FORM OF CLAIMS.

Sec. 6. I, the undersigned, do hereby make affidavit that I have drawn fair and true samples from \_\_\_\_\_ packages of \_\_\_\_\_, being not less than \_\_\_\_\_ per cent. of the entire number of packages embraced in a shipment made by \_\_\_\_\_ from \_\_\_\_\_, as evidenced by bill of lading dated \_\_\_\_\_ and issued by \_\_\_\_\_.

The samples were carefully taken so as to secure a fair representation of the contents of the individual package and a true average of the quality of the entire shipment.

I certify to the correctness of the samples, which are marked as follows:— \_\_\_\_\_ and which represents the shipments marked or identified as follows:— \_\_\_\_\_ or contained in \_\_\_\_\_.

Sworn to before me, a notary or justice of the peace of \_\_\_\_\_ county, and State of \_\_\_\_\_, and duly authorized by law to take depositions, this \_\_\_\_\_ day of \_\_\_\_\_, 191—.

#### WEIGHTS.

Rule 30.—Section 1. A claim for loss in weight, to be entitled to consideration, must be supported by the sworn certificate of the Association's official inspector or a public weigher, or if there is no official inspector or public weigher at destination, sworn certificate is to be furnished by a sworn weigher or a disinterested party at point of destination, and such certificate shall show date of arrival of goods at destination and total weight of each car against which claim is made.

Sec. 2. Oil.—In the case of oil, however, the oil shall be weighed by a sworn public weigher at destination, and his certificate furnished immediately to both seller and buyer. It must show condition of tank car, and if weighed on track scales, the gross, tare and net weights. Also that car was uncoupled and free while being weighed. If on tank scale, the certificate must show the condition of both tank car and tank scale, the thorough emptying of same, and the condition of all connecting pipes.

Sec. 3. Expenses.—All expenses of weighing and inspection to be paid by the buyer, except where seller requests a special weigher or special scales he shall stand such expense if weights prove to be short of invoice weights.

Sec. 4. In case of weights of oil submitted to arbitration, the seller's proof of weights and / or gauge and temperature at the mill shall be entitled to consideration by the Arbitration Committee.

#### QUALITY.

Rule 31.—Section 1. In case of oil submitted to arbitration on account of quality, the seller's sample of oil, if drawn from the tank car after the tank is loaded, and according to the rules, shall be entitled to consideration by the Arbitration Committee.

Sec. 2. Rejected Oil.—Where sales are made for shipment in buyer's tanks, and the oil is rejected on delivery because not up to the contract, the seller, on being notified, should within five days thereafter dispose of the oil through any recognized broker on the open market for the account of whom it may concern. If the seller fails to make disposition of said oil within five days, the buyer shall take possession of or sell the oil for account of whom it may concern through recognized broker within five days and buyer's claims shall be decided by the Arbitration Committee if seller and buyer cannot agree. In the case of arbitration of oil rejected under this article, the Arbitration Committee shall assess the actual loss and damages against the loser of the arbitration.

#### SAMPLES.

Rule 32.—Section 1. Samples shall in every case be drawn in the presence of representatives of both seller and buyer at American destination, by a reliable party or parties, who shall make affidavit as prescribed by these rules in the "form of claims," and it is understood that at ports where an official inspector or weigher is provided by this Association, such official inspector will be considered the representative of both buyer and seller.

Sec. 2. If the seller refuses or neglects for forty-eight hours after notification to appear in person or appoint a representative to draw the samples in the presence of the buyer or his representative for arbitration, then the buyer may appoint any disinterested person to draw such samples.

This is to apply to all cottonseed products.

Sec. 3. Samples drawn and presented to the Association, with all expenses paid, in accordance with the above requirements and with the prescribed form and agreement attached, shall be considered sufficient evidence for arbitration.

Sec. 4. Samples representative of any shipment of cottonseed products to secure the official recognition of this Association or its committees must be secured in substantially the following manner:

Sec. 5. In case of contention, and when agreed samples are not furnished, the Arbitration Committee shall consider samples furnished by both the seller and the buyer; careful attention being given to properly sworn statements as to the manner of procurement and identification of the samples furnished.

Sec. 6. Oil.—If in tank cars, at least two gallons must be taken well down in the body of the oil, and from this one gallon sample shall be drawn and placed in a perfectly clean tin can, which shall be securely fastened without the use of sealing wax, and carefully labeled so as to guarantee its identity and correctness, and for the use of the Arbitration Committee.

Sec. 7. When oil in barrels is sampled samples shall be drawn from 10 per cent. of the barrels selected at random, each sample to be taken from a separate barrel, so as to represent its entire contents, and drawn in such manner as to prevent any introduction of moisture. Each sample so taken shall be sealed and labeled as above provided for.

Rule 33. Soap Stock.—When in tank cars samples shall be drawn from flowing stock at regular intervals as tank is being loaded, in the presence of a representative of both buyer and seller or by an official sampler. Samples shall be taken in the approximate proportion of two pounds to each ten barrels, and a thorough mixture made of same. From this mixture three one-pound samples shall be taken, which shall be hermetically sealed in can or Mason jar with rubber gasket. The first to be forwarded to the buyer immediately, the second to be retained by the seller and tested by his chemist and analysis sent to buyer within five days, and the third to be retained intact, hermetically sealed and properly marked for identification by the seller. In the event of difference in the test between the seller's chemist and the buyer's chemist the third sample shall be submitted to a disinterested chemist to be agreed upon.

Rule 34. Cake.—Six full slabs of cake shall be taken from different portions of each car; a line drawn through the center of each of these slabs lengthwise, and another line drawn through the center crosswise, will divide these slabs into quarters. One of the quarters of each of these six slabs shall constitute the sample representing the entire carload of cake. This sample of six quarter slabs of cake shall be ground into meal as promptly as possible by the inspector, this meal thoroughly mixed, and a one-quart fruit jar, or a one-quart tin can filled with such meal, and such jar or can securely covered or sealed so as to exclude the air. This one quart of such meal, marked with car number and initials and date taken so as to identify it, shall constitute the official sample of such car of cake for the purpose of determining the protein and fat contents. When, however, several cars are to be analyzed as one sample, the official inspector shall

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commingle equal parts by weight in small tin cans or glass containers securely closed, or in double envelopes lined with oil paper, on request of buyer and seller, and at their expense.

For the purpose of determining the soundness, odor, color and texture of the cake a piece shall be taken of about three inches by six in size from one of the other quarters of each of the six slabs of cake. These six pieces shall be broken into half, as nearly as practicable, and six of such pieces put into one package for the buyer, and the other six pieces put into a package marked so as to identify it and kept by the inspector for ninety days, unless sooner instructed to forward them to the Secretary of the Association for arbitration purposes.

In case the inspector is instructed to forward to the Secretary the samples of cake referred to in the preceding paragraph, he shall at the same time, forward small can or glass container full of the meal ground by him from the cake taken from the same car, or forward such sample of meal in a double envelope lined with oil paper, and all analysis made to determine the protein and fat contents of such car of cake shall be made from such meal.

At a point where there is no official inspector, samples shall be so drawn by representatives of both buyer and seller, or upon failure of either to appoint a representative the other party may select a sworn weigher or sampler to represent him, and where inspector has no facilities for grinding cake, samples so drawn shall be sent to chemist.

**Rule 35. Meal.**—Two ounces or more from a sack shall constitute a sample of meal, and must be drawn so as to fairly represent the entire contents of the bag. Twenty samples from each carload, or fifty sacks from each one hundred tons, if not shipped in car lots, shall be sufficient to represent a shipment. Separate samples of meal should be well wrapped in oiled paper, sealed and labeled, so as to identify them and the shipment they represent. Samples of meal, if of approximately the same grade and quality, need not be kept separate, but may be commingled. In all cases samples of cottonseed meal shall be, when drawn, immediately placed in a tin package, which must be made and kept air-tight and carefully marked, showing the number of samples taken, as well as car number and mark.

Provided, that where large lots of cake or meal are involved, representative samples taken practically as herein prescribed, not less than five pounds in weight for cottonseed cake, or two pounds for cottonseed meal shall be deemed a compliance with these rules. Samples of meal shall be transmitted from place to place in air tight packages.

#### ARBITRATION.

**Rule 36—Section 1.** In case of differences between members of this Association that cannot be amicably adjusted promptly, same shall be settled by arbitration upon the application of either, and the secretary shall call such arbitration at such places as he sees best, promptly upon notice of such request.

**Sec. 2.** Arbitration may be held at New York, Memphis, Atlanta, New Orleans, Chicago, Dallas, Galveston, Montgomery, Little Rock and Jackson, Miss., as agreed by the parties at difference, and in case they cannot agree, then as determined by the secretary of the Association. At the above mentioned points, and all others where application is made by not less than ten members, and in his opinion it is advisable, the president of this Association, as soon as convenient after his election, shall appoint a Permanent Committee on Arbitration, to consist of five members, any three of whom shall constitute a quorum for the transaction of business. Each committee shall meet upon call of its chairman as often as is necessary for the prompt dispatch of business, and as compensation shall receive for each case decided at such meetings the fees as per schedule of fees as noted in section 14 of this rule, plus necessary expenses incurred, of which fees one-third shall go to the Association and two-thirds shall be equally divided between the members actually serving on the case.

**Sec. 3.** The party demanding the arbitration at the time of the demand and the other party upon consenting to it shall deposit with the secretary of the Association a sum equal to the fees to be charged in the case plus the estimated expenses likely to be incurred in its hearing. In cases where one or more analyses are made the cost of same should be deposited in addition to the usual sum.

**Sec. 4.** No personal appearance will be permitted before the committee except upon the unanimous request of the committee. When the secretary of the committee or his assistant brings a case before the Arbitration Committee he must see that he has in the file for their inspection and consideration an agreement to arbitrate, signed by the parties to the case, same made out on the form prescribed by the Association; the original contract, or a certified copy of same; where samples are submitted a certificate as to drawing of same made out on form prescribed by the Association. All letters, telegrams or other papers submitted must be originals or certified copies, or cannot be admitted as evidence. An Arbitration Committee shall have the right to ask for and parties to the case shall submit the originals or certified copies of any papers containing additional evidence which the committee thinks it necessary for them to have, to enable them to give the case intelligent and careful consideration. A refusal to submit such evidence leaves it open to the committee to decline to consider the case.

**Sec. 5.** An appeal to the Executive Committee from the decision of the Arbitration Committee may be made by either party upon written notice within five days after receipt of notice of award in cases where the award is over \$300. The party making the appeal shall deposit with the secretary of the Association the full amount of the award made against him, plus \$50, to cover the expenses of the appeal and \$200 estimated cost of traveling expenses of the committee; or when the award is not for money damage, appeal may be had within the discretion of the president, and the deposit of such sum as a guaranteee as the president may determine.

The secretary of the Association is authorized to furnish either side at their expense, when so requested, certified copies of any or all papers involved in an arbitration already held.

**Sec. 6.** In cases of appeal the secretary shall call the Executive Committee together, and the majority of them shall constitute a quorum, but either party interested may request a full committee to decide the case, and each member serving shall receive \$10 and his traveling expenses to and from the place of meeting. The loser shall pay all expenses of the arbitration and the traveling expenses of the arbitrators.

If any members of the Arbitration Committee are summoned by the Executive Committee they and such others as are summoned shall receive the same compensation for attendance which is given the members of the Executive Committee.

**Sec. 7.** Should a member fail or refuse to submit to the demand of another member for arbitration or delay or obstruct such demands for five days after proper notice, the chairman of the Permanent Committee on Arbitration, upon receipt of such complaint, shall proceed at once to satisfy himself as to the facts, and these being satisfactory, shall immediately proceed with the arbitration ex parte, and the decision so rendered shall be of full force and effect.

**Sec. 8.** Should any member of this Association refuse to submit his differences to arbitration under these rules, or after a hearing, whether ex parte or by agreement has been had, refuse to pay in full any award against him of the Arbitration Committee or to carry out the award of the Arbitration Committee in any way, the other member or members of the arbitration may report the matter to the chairman of the Permanent Committee on Arbitration, who shall at once proceed to satisfy himself as to the correctness of the complaint, and if confirmed shall at once notify the president of the Association, who shall immediately, through the secretary, demand of the party at fault full compliance

with the requirements of these rules within five days thereafter, and if the member fails to comply with such official demand he shall be immediately expelled from the Association, and the president, over his signature, countersigned by the secretary, shall so notify him, and at the same time and in the same manner shall issue a circular letter to every member of the Association notifying them that such member has been expelled from the Association for not conforming with the provisions of Rule 36.

And it shall be the duty of the secretary at the beginning of each active season and on the first of each month thereafter during the active season to prepare a list of all those who at any time have been expelled from the Association, and mail to each member.

Any member so expelled shall not again become a member of this Association until such claim shall have been satisfied in full and then only upon a majority vote of the Executive Committee.

**Sec. 9.** All expenses of arbitration shall be borne by the party against whom the award is made, and whether such award is for the full amount claimed by the other party or for only a part of same.

But when it is shown to the Arbitration Committee that an offer or offers of compromise has or have been made and rejected and such offer or offers are repeated before the Arbitration Committee, the arbitration fee shall be assessed against the party whose offer is furthest away from the award of the committee, but should the award be the mean between the two, the fees shall be assessed equally between the two. This applies to basic prime oil contracts as well as any other cottonseed products contracts. In case an offer of compromise has been made by only one party to the trade, then the contract price shall be considered as an offer by the other party, and procedure taken as above prescribed.

**Sec. 10.** Should any seller or buyer incorporate in any contract of purchase and sale conditions looking to the adjustment of differences that may arise under it by any other tribunals than those provided by the Association and existing under and governed by its rules, it is understood that such contract is made and accepted entirely independent of this Association, and differences which arise under it shall not be subjects for its consideration or arbitration.

**Sec. 11.** Any member with whom an arbitration is demanded or against whom complaint of any nature is made shall not be allowed to resign before all matters in question are settled, the secretary to give all notices required under this rule by registered mail.

**Sec. 12.** Where a member demands an arbitration against a non-member and non-member consents in writing and deposits with the secretary the usual amount required in such cases and pays into the treasury of the Association for its use and benefit, in addition to the ordinary arbitration charges, the sum of twenty-five (\$25) dollars for each case arbitrated, such arbitrations shall be held.

**Sec. 13. Chemist.**—In all cases requiring a chemical analysis, where an agreed chemist has not been named by the contentants, the chairman of the Arbitration Committee, before which the case is heard, shall name the chemist.

**Sec. 14. Fees for arbitration shall be:**

(a) On amount involved where the arbitration is not based on the determination of grades or quality; on each award under one thousand dollars, fifteen dollars; on each award of one thousand dollars or over, 1½ per cent. on amount of award.

(b) On arbitration based upon and involving the determination of grade, as shown by samples submitted:—On each award on crude or refined oil, in tank cars, for each tank ten dollars; or if in barrels, ten cents per barrel, it, however, being understood that the minimum fee to be paid in any one case of any nature, shall be twenty-five dollars; on each award on cottonseed cake, meal or hulls in lots of 100 tons or less, seven dollars and fifty cents; in lots of more than 100 tons, for

each additional 100 tons or fraction thereof, four dollars and fifty cents.

Section 15. At points where permanent arbitration committees of this Association are located, such committee may, if they so desire, undertake arbitration under these rules, delegating one member of the committee to perform the clerical work and correspondence involved, without referring the papers to the secretary of the Association, but in such case the committee is responsible for and must promptly remit to the secretary the Association fee, together with the papers and final decision for file and record. *The arbitration committees shall be allowed, on payment of the regular arbitration fees, to certify samples submitted to them by members of the Association.*

#### OFFICIAL INSPECTORS.

Rule 37.—Section 1. The Executive Committee may annually appoint official inspectors and weighers to be stationed at New Orleans, Savannah and such other ports as they may deem necessary, whose duty it shall be to weigh all cottonseed cake and meal received for export, and upon demand of any member of this Association, to inspect and sample any cake and meal delivered for export, and for this purpose shall be considered the representative of both seller and buyer, under the following rules and conditions:—

Sec. 2. As soon as possible after entering upon the duties of his office the official inspector shall personally present to each and every buyer for export, at the port where he is located, a printed application for registration, prepared for him by the secretary, to be signed by the buyers and returned, engaging the services of such inspector to weigh and inspect all shipments for export received by them at such port.

A list of the buyers so registered shall at once be made by the secretary and printed by him in a convenient form for posting, and distributed to all members of the Association with a letter calling attention to this rule.

Transactions made with other than registered buyers, as shown by the list above referred to, or by sellers and buyers not members of this Association, shall be made entirely at the risk of the seller or buyer, and no claim of any nature whatever arising therefrom shall in any way be considered by this Association or its committees.

The services of the official inspector shall be available only when a buyer is so listed.

The cost of the inspection service shall be three (3c.) cents per ton, to be paid by the buyer on all cottonseed cake and meal received by him for export, but shall not apply on shipments of meal in the hands of the original owners upon which an inspection is not had.

The Arbitration Committee of this Association shall not consider for adjustment differences arising on shipments for export points unless claims for allowances are accompanied by a certified statement from the Association's official inspector when there is such an inspector at port of shipment.

Sec. 3. Upon demand the inspector shall at once make the inspection, take samples as required under the rules provided, making duplicate reports to both parties at interest, and retaining the samples taken subject to the call of the secretary of the Association or of any Arbitration Committee that may be appointed.

Sec. 4. It shall be the duty of the inspector to present monthly bills to the buyers for inspections made. He shall keep careful records of the dates on which said bills are presented and they shall be payable within ten days thereafter by checks payable to the order of the secretary of the Association.

In case any buyer fails to pay the amount due by him for inspection service within ten days after the presentation of his bill therefore, the inspector shall refuse him further service and shall report his failure to pay to the secretary of the Association, and in case of failure to pay within thirty days after receipt of bill the delinquent shall be reported by the secretary to the Executive Committee, and unless, in their opinion, there exists good reason for such non-payment, it

shall become their duty to expel said delinquent from the Association.

Sec. 5. The inspector shall make monthly reports to the secretary of the Association of the inspections made and samples taken, all of which shall be certified to by the persons interested, together with a full itemized statement showing the point of origin, date of shipment, when and where unloaded and weighed, and condition of all cake and meal weighed or inspected by him.

The inspector shall not inspect or weigh any cake or meal unless point of origin and name of shipper is furnished him with application for such service.

Sec. 6. The compensation of the inspectors and weighers shall be fixed by the Executive Committee, and in all respects they are to be regarded as employees of the Association and shall be under its control.

Sec. 7. The money received by the secretary on account of inspection and weighing shall be held by him as a separate fund to provide for the compensation of the official inspector and weigher and the expenses incident to his office, and such other purposes as the Executive Committee may determine.

Sec. 8. The office of the official inspector shall be kept open for the convenience of the members of the Association on all week days from 9 a. m. to noon and from 1 p. m. to 6 p. m., and in order that his records may be full and his duties correctly performed shippers of all products for export are requested to mail to him on the day of the shipment copy of every bill of lading covering such shipment, and it shall be the duty of the inspector, when this is done, to mail to the shipper copy of each weight sheet, showing weights of the several shipments weighed.

#### TRANSACTIONS IN COTTONSEED PRODUCTS.

Rule 38.—All transactions in cottonseed products among the members of this Association shall be governed by the above rules, but nothing herein contained shall be construed as interfering in any way with the rights of members to enter into specific written contracts stating special conditions. Either party to a trade may demand a formal written contract as soon as the trade is completed, such contracts, unless specially excepted, being subject to all the rules of this Association.

#### ADULTERATION AND MISBRANDING.

Rule 39.—The delivery or attempt to deliver mixed or adulterated products, except as such, and with a full and explicit statement to this effect, fully and accurately describing the goods, or the willful and deliberate branding or tagging of cottonseed products with the intention to defraud, claiming or indicating a grade or quality not warranted by the goods themselves, shall be considered an offense against the dignity and character of this Association, and any buyer who is a member of this Association may complain of such offense to the Executive Committee, who shall, upon such complaint, promptly summon before them the party accused and his accuser, give the charge full investigation, and, if established, shall dismiss the offender from membership in the Association, and so notify every member of the Association, as provided in Sec. 8, Rule 36.

Any member under such charge shall not be allowed to resign pending investigation.

Rule 40.—The foregoing rules shall apply on all contracts made on and after July 1, 1912, on which date they shall become effective, suspending all rules heretofore in effect.

#### THE ENTERTAINMENT

For an entertainment programme arranged necessarily on very short notice the St. Louis offering was most delightful and enjoyable. Chairman W. B. Chittenden and his aids did a lot of hustling, and there was not a spare moment for visitors of either sex which was not filled with opportunities for a good time. At the Planters' Hotel headquarters the entertainment committee members and their aides among St. Louis ladies were on hand at all times to make it agreeable for their guests, and no one

was left for a moment to be a wall flower. There was always "something doing," even if it was nothing more than a pleasant chat to while away the moments until time for another event on the regular programme.

Even before the convention began visitors were taken on auto trips, rides to St. Louis' many delightful summer gardens or to the ball park, or on the river. On the first convention day the ladies were kept busy with teas, receptions, etc., both at headquarters and at outside places. Some of the St. Louis stores took special notice of the feminine visitors, and one gave a fashion show and a tea especially for the ladies from the South.

At 5 o'clock on Tuesday afternoon the visitors boarded the steamer Gray Eagle as the guests of the local committee, and were taken for a trip of several hours on the Mississippi river. The trip was especially delightful after the hot, close day. A most enjoyable and lively entertainment programme was given while the boat was in motion, and a bountiful supper was spread for the guests. The return was made late in the evening.

On Wednesday afternoon the ladies were given an auto trip over the city and to the various parks and other points of interest. In the evening the entertainment committee gave an al fresco dinner at Caffera's Garden, and this was where everybody enjoyed himself to the limit. The programme throughout was most enjoyable, and the spirit of hospitality shown made it all the more so.

The local committees in charge of entertainment and convention arrangements were as follows:

Local Committee of Arrangements.—M. E. Singleton, chairman; A. R. Strain, W. B. Chittenden, J. S. LeClerc, Henry Sayers.

Entertainment Committee.—W. C. Chittenden, chairman; Fred P. Fox, H. R. Murray, C. H. Casebolt, C. G. Mulligan, E. H. Farrell, H. Merthan, E. H. Young, F. L. Rogles, J. S. LeClerc, E. R. O'Donnell, O. Holliday.

Hotels and Transportation.—J. S. LeClerc, chairman; E. H. Young, H. J. Smith, E. E. Hunter, John L. White.

Reception Committee.—C. C. Butler, H. W. Brooks, Edwin H. Barre, C. R. Crockwell, W. B. Chittenden, L. H. Conly, C. H. Custer, Joe Conlon, N. C. Durie, H. P. Deming, M. S. Dean, R. E. Eggebrecht, J. J. Fasmer, Fred P. Fox, Frank J. Forster, A. D. Goldman, S. T. Glancy, Frank X. Gorly, Lyman T. Hay, R. D. Hatton, J. E. Henry, E. E. Hunter, Dewey Hickey, Norman A. Jones, Mason Kohn, L. D. Kingsland, John J. Kelly, Harry Lesser, Louis Landers, J. A. Landrigan, J. S. LeClerc, H. R. Murray, A. R. McKinley, C. C. Mulligan, J. A. Mitchell, F. W. Meyer, M. J. McLaughlin, A. D. Murray, Henry Nicolaus, C. F. O'Brien, E. R. O'Donnell, C. W. Pank, Geo. P. Phillips, J. C. Parker, F. L. Rogles, F. S. Schwaeber, R. M. Sayers, M. E. Singleton, A. R. Strain, C. P. Senter, Ramsey Skinner, H. A. Steinwender, A. C. Tindle, George Tower, A. A. Taylor, Arthur Williams, H. Morthan, J. L. White, Ralph Whitelaw, H. A. Wilmer, S. K. Waymer, E. H. Young.

#### CONVENTION NOTES.

Politics? Well, just a souvenir! That Memphis crowd are certainly baseball fans."

What would a convention be without Jo. Allison?

No badger fight this year. Suckers were too scarce.

Al. Fresco was a popular gentleman Wednesday evening. Get it?

Colonel Joe Gash was missed. The Colonel was in Europe, but wirelessly his regrets.

Was Johnson, of Friar's Point, Miss., there? Oh, yes! Did you ever know him to miss the festivities?

That was a great evening on the "Gray Eagle." St. Louis hospitality maintained its high reputation.

A whole lot of people were hoarse on Wednesday morning. The river air is bad for

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the voice, especially when strenuously used in chorus work.

Oklahoma is becoming more of a figure every year in convention proceedings and Association matters.

Funny how the crowd poured in when they heard a picture was to be taken. And then poured out again!

Everybody knew what Vice-president Ashcraft was saying whenever he said anything. That is a way he has with him.

President Heflin presided with dignity and grace, and with the most scrupulous regard for the rights of everybody on the floor.

E. P. McBurney was too busy with his gigantic oil mill merger to get to the convention. Lively times ahead for Georgia.

The late arrivals included W. B. Allbright, of Chicago; Messrs. Sloan and Battle, of Memphis, and others. Better late than never.

E. T. George, of New Orleans, was another of the moving spirits of convention time who was missing. Business kept him at home.

Major General Christopher Fitz Simons was the senior S. C. O. C. O. officer present. What would a convention be without "Fitz"?

Colonel J. J. Caffrey, of Louisville, was there with his smile and his handshake. You always feel better after Caffrey has been around.

Former President A. H. D. Perkins, of Pine Bluff, Ark., was on hand and in fine fettle. No one gets more pleasure out of these gatherings than he.

A large number of delegates had important business at the ball grounds each afternoon. Funny how many it took to "chaperone" ex-President Perkins!

It looked strange to see J. C. LeClercq and E. H. Young put down as coming from St. Louis. Both offered to prove their right to residence, however.

Colonel Caffrey admitted in advance that he expected Colonel Allison's eloquence to beat him on an amendment to the rules. And it did, sure enough!

President-elect Ashcraft gives promise of being another addition to the list of Association executives who have been noted for their oratory. He is an impressive speaker and a delightful one besides.

The Chicago bunch came down in goodly numbers, with Grandpa (3 times) Charley Sterne and Jack Smith of Swift's as leaders. Just to look on, they said. It proved good looking, especially at night.

J. W. Vogler, of Alexandria, La., was there with his usual protest against the boll weevil and Dr. Hunter. Both are equally pests, in his opinion. And what Vogler doesn't know about the habits of the boll weevil isn't worth knowing.

Secretary-for-Life Robert Gibson had a warm welcome back to convention scenes after the accident which prevented his participation in the New York meeting last year. It seemed more like old times to see him on the platform once more.

The "dean of the brokers," and one of the Association's founders, F. W. Brode, of Memphis, was on hand as usual, but son Julien was missing. The fishing at Pass Christian was fine and Dean Brode did not have the heart to call son Julien away from it.

The convention hall of the Planters' Hotel was about as good as a boiler factory when it came to hearing what was being said. Between the St. Louis trolley juggernauts outside and the motor running in the adjoining kitchen, you couldn't hear yourself think.

A distinct feeling of sadness pervaded the usual convention good feeling as convention attendants looked in vain for the faces of former Presidents F. H. Bailey, of Texas, and L. A. Ransom, of Georgia. The roll of ex-presidents who have passed on is growing too rapidly.

Edwin Lehman Johnson got after the government experts—"hard-boiled hat experts," as the Texas Red Neck used to call them—and Jo Allison backed him up. The Convention applauded heartily. Said experts certainly seem afraid to say a good word for cottonseed products.

M. E. Singleton, whose massive proportions always make him a conspicuous figure at conventions, was even more prominent this time

in the capacity of chief host. As chairman of the local arrangements committee he saw to it that everybody was well taken care of and had an enjoyable time.

Secretary Copenhagen, of the Bauer Bros. Company, of Springfield, O., is always on the job, among the first to come and the last to leave, and if there is anything that he misses in the way of business opportunity it can't amount to a great deal. They all know "Scientific" cottonseed machinery.

Neither floods, nor famine, nor war, nor rumors of war can keep the old-timers away from these conventions. They were on hand

in full force at St. Louis—Durham, Alexander, Allen, Allison, Brode, Perkins, FitzSimmons, Parrish, Ready, Cahn and the others without whom an Interstate gathering would not seem natural.

It was the first convention that John Aspegren ever missed, and no one was sorrier than the genial king of the New York trade. But when they "done gone" elected him president of the New York Produce Exchange on the very week of the convention, of course he had to stay home to receive the honor. He was ably represented at the convention, however, by W. H. Freund.

#### THE ONLY WOMAN BROKER.

One of the most active members of the brokerage division of the cottonseed products trade is Miss Kathryn Ballou, of Memphis, Tenn., who is believed to be the only woman broker in the business. Miss Ballou has made a really remarkable success ever since she started in to sell cottonseed products, and her business is still growing. Along in July, 1910, Miss Ballou made a sale of 92 tanks of crude oil for future delivery, which is believed to have been the largest sale known in the history of the cottonseed oil trade, and this was an advertisement which spread her fame far and wide.

Miss Ballou first went into the business as



MISS KATHRYN BALLOU, Memphis, Tenn.  
The only woman cottonseed products broker.

an employee in the office of a broker in Memphis. But after a year there she started out for herself, on a very small scale at first. Her business increased to such an extent, however, that she now has two large offices in the Exchange Building and a large and competent office force to take care of her orders. She has been in business for four years, and handles oil exclusively, selling for mills in Mississippi, Tennessee, Alabama, Arkansas and Louisiana, and she ranks among the best brokers in Memphis. She is a member of the Inter State and of the Mississippi and Alabama Cotton Seed Crushers' Associations and an active worker for the welfare of the industry. For a great many mills she is an exclusive broker, and her commissions sometimes reach more than a thousand dollars a season from individual mills. She sells to all the oil buyers, and believes nobody can beat her on prices. She often sells 25 or 30 tanks a day.

#### INSURANCE FOR COTTON OIL MILLS.

Willcox, Peck & Hughes, of New York, insurance brokers and members of the Inter State Cotton Seed Crushers' Association, have perfected a plan of insurance for oil mills whereby the owners of mills will participate in 50 per cent. of the net profits of this class of business. This matter was presented to millers at the convention by Messrs. Herbert W. Stover and Edward E. Paschal, of the company's head offices at New York, and their proposition met with wide favor.

The offer of this plan was suggested as a means of replacing strictly mutual or inter-insurance, should the authorities of Texas, and possibly of other States as well, be upheld in the contention recently advanced that a corporation organized for a specific purpose cannot enter into a mutual contract for insurance. Under this form of policy as issued by the New York Fire & Marine Underwriters, half of the earned profits are returned to the policyholders. The policy is written at current rates, without liability for assessment, and may be accepted by corporations as well as partnerships and individuals, thus overcoming legal objections to corporations engaging in reciprocal insurance.

#### TEXAS COTTONSEED PRODUCTS.

Reports of the Federal Census of 1910 show that Texas leads in value of cottonseed products as well as in cotton production. In manufacturing industries the cottonseed products trade comes fourth, being preceded only by slaughtering and meat packing, flour and grist milling and lumber products.

The statistics include those for all establishments engaged primarily in extracting oil from cotton seed or refining crude cottonseed oil. Prior to 1870 cotton seed was considered practically worthless, except for planting, and it was not until after 1880 that it became to be extensively utilized in the United States. Texas, the leading cotton-producing State, has naturally become also the leading State in the manufacture of cottonseed oil, which position it has held since 1889. In 1909 it contributed 20.2 per cent. of the total value of cottonseed products reported for the United States. The percentage of increase in value added by manufacture from 1904 to 1909 was much greater than the percentage of increase in value of products, although both increases were large.

The figures show 194 establishments producing oil, cake and meal in 1909, with a value of products amounting to \$29,916,000, which was an increase of 60 per cent. as compared to 1904. In its review of the industry the Census Bureau says that in 1909 Texas produced a greater amount of cottonseed oil than any other State in the Union, contributing 21.2 per cent. of the total production in the United States during that census year.

The following table shows the quantity of cotton seed crushed and the quantities of

crude products manufactured, in 1900, 1904 and 1899:

	1900.	1904.	1899.
Cotton seed crushed, tons .....	916,374	864,767	692,604
Crude products manufactured:			
Oil, gallons .....	33,497,933	32,239,649	24,354,695
Meat and cake, tons .....	395,791	340,709	252,982
Hulls, tons .....	340,528	337,233	328,119
Linters, pounds .....	46,994,462	33,307,490	15,544,379

The totals presented pertain to all cotton seed crushed, and to the crude products manufactured, whether sold as such or used as intermediate products in further processes of manufacture, such as the refining of oil and the mixing of fertilizer and feed.

The average amount of seed crushed per mill has fallen off from census to census during the last decade, being 6,790 tons in 1899, 5,579 tons in 1904, and 4,773 tons in 1909. The total quantity crushed increased, however, from 692,604 tons in 1899 to 916,374 tons in 1909, or 32.3 per cent. Of the 192

mills reported in 1909 as crushing seed, 18 crushed less than 1,000 tons each during the census year; 21 crushed 1,000 tons but less than 2,000; 86 crushed 2,000 tons but less than 5,000; 51 crushed 5,000 tons but less than 10,000; 13 crushed 10,000 tons but less than 20,000, and 3 crushed 20,000 tons and over.

There has been a continuous increase since 1899 in the total quantity of each of the several products, though that in hulls was very small. In proportional weight, hulls decreased from 947.5 pounds per ton of seed crushed in 1899 to 743.2 pounds per ton in 1909; meal and cake increased from 730.5 pounds per ton in 1899 to 863.8 pounds in 1909; linters increased from 22.4 pounds per ton in 1899 to 51.3 pounds in 1909; and the quantity of crude oil increased from 35.2 gallons per ton of seed crushed in 1899 to 36.6 gallons in 1909.

and potable purposes. Questions are at once asked: What effect will the water have on meats, on oleo oil, on lard, tallow and glue? The water situation at each of the different packing centers varies greatly, and many sanitary and bacteriological examinations of water and ice used in contact with edible products must be made.

Air purifying apparatus is operated both for the ventilation of offices and cold storage rooms and also for air used in agitating and purifying edible oils and fats. In connection with the handling of various fats and oils it is necessary to study refining by means of chemicals, and bleaching both by physical means such as with fullers' earth, and by chemical agents.

Lack of definite knowledge on the subject of meat curing results in very great loss annually to many packers, who either waste money by using too much of salt-peter, sugar and salt, or spoil their product because their solutions or temperatures were not properly adjusted, and chemical science is of great value in determining causes of improper curing and developing means for remedying the difficulties.

In the chemical laboratory of the modern packinghouse, which is usually organized into many divisions for the sake of simplicity, not only are the large variety of the manufactured products of the packinghouse regularly analyzed, but all supplies purchased are sampled, inspected and tested. A research laboratory is maintained where trained men are always at work endeavoring to work out problems of the industry and to apply the results of their labors. When a new process is devised, it is tried out in the laboratory until its merits are demonstrated, and then in the factory first in a small way and then, if successful, on a gradually increasing conservative scale.

#### STEAM OR VAPOR IN PACKINGHOUSES.

The following from the Bulletin of the Bureau of Animal Industry relative to meat inspection service is of interest:

During the past winter the bureau received an unusual number of reports and complaints from its inspectors that efficient performance of the inspection and the cleanly handling of products was made difficult on account of steam or vapor in the atmosphere of many of the operating rooms in official establishments. The attention of various establishments in which this condition occurred was especially called to the requirement in section 3, regulation 10, B. A. I. Order 150, which reads as follows:

The rooms in which inspection is carried on shall, by heating or other means, be kept reasonably free from steam and other vapors, in order that proper inspection can be made.

In various establishments, where the effort was made, the condition complained of was fully corrected, while in others it was materially mitigated.

The proprietors and managers of all official establishments will take notice that the bureau insists upon a satisfactory compliance with the regulation above cited, and this notice is published at this time to give them full opportunity to devise and install heating plants or other means for meeting it before the advent of another cold season.

Do you read the "Practical Points" page?

## SCIENCE APPLIED IN PACKINGHOUSE INDUSTRY

### Success in Meat Packing Business Depends on Its Use

By Arthur Lowenstein.\*

Science has been well defined as an organized knowledge of natural uniformities. In applying science to any industry, then, the degree of success attained will be proportional to the completeness with which the knowledge of the various operations employed is organized.

In the evolution of the packinghouse industry with its various ramifications and its utilization of by-products, the science of chemistry and the art of engineering have played a conspicuous part. From simple analytical determinations, at first for guidance in basing values, and then for information to prevent manufacturing waste, the scope of the scientific department has broadened to an interest in every problem of the operating end with the added obligation of initiating and developing new methods and processes commercially. A brief summary of some vital points in modern packing plant operation will serve to illustrate the part played by organized knowledge in solving the great problems.

The principles of evaporation, drying, and distillation under atmospheric conditions, also under vacuum and pressure, must be thoroughly understood. In the case of driers, this knowledge must be utilized in the selection of machinery and also to obtain the highest efficiency from it after it is selected.

Many different types of driers are employed in packing houses, for the handling of fertilizers, bones and glue. It is necessary to distinguish between different types of vacuum evaporators, for the evaporation of tank water, glue, beef extract, and similar products, also between many other types of vacuum machinery employed in oil refining, canning of meats and the manufacture of beef extract products.

#### Equipment Needed in a Packing Plant.

If the packinghouse manufactures ammonia, various distilling processes and different types of stills must be considered. In the same connection there are applied com-

mercial methods of crystallization and fractional crystallization in the "seeding" of various fats and oils which are to be subsequently pressed for the partial separation of their harder constituents commonly known as "stearine."

There are different types of presses used for this purpose, viz., knuckle joint, weight, hydraulic and screw presses, both of the intermittent and continuous types. In the manufacture of other products there are employed different types of filters, and filter presses, steam and motor driven pumps—for hot and cold liquids, with various types of conveyors, tanks and retorts. In the manufacture of oleomargarine and dairy products butter churns and workers are used.

The proper selection of the correct material of construction for a definite piece of work is of the greatest importance. All materials must be inspected and tested, and this applies to Portland cements, brick, steel for reinforced concrete, asphalt for floors, insulating materials for coolers and refrigerating cars, steel for tanks, car wheels and journals, and galvanized iron. Constant progress is being made in methods of preventing corrosion of iron, steel, and coated metals such as tin plate and galvanized iron. In this connection paints and varnishes must be inspected and analyzed as many paints are themselves accelerators of corrosion.

The different kinds of fuel, solid, liquid and gaseous, are all three employed at one point or another at the different packing centers, hence the importance of knowing boiler practice and the means of securing the most complete and efficient combustion of the fuel without smoke. This may be determined by frequent analysis of flue gases. The conditions of proper lubrication must likewise be carefully considered in the selection of the most suitable oils for various kinds of machinery.

#### Importance of the Water Supply.

When a packing plant is built there is no point of greater importance than the water supply and its purification both for industrial

\*From "The Morris Standard."

# A Conservative Investment



You are in business to make money.

You cannot make money if it is not known  
that you are in business.

You must make your business known to the  
greatest number of possible patrons.

You must do it with least loss of money and  
energy.

You do not want to pay for the same thing  
twice.

You can make money by making it known  
that you are in business to earnest busi-  
ness men, with the least expenditure of  
energy and money, by advertising to the  
exclusive circle of readers of

**THE**  
**National Provisioner**

*A Trade Necessity That Commands Attention!*

**THE GERMAN MILLER DOTH PROTEST.**

Demanding stringent measures to prevent the importation of American cottonseed meal, the Association of German Millers, according to a trade bulletin issued at Berlin on May 16, made protest to the Prussian minister of agriculture. The chief objection seems to be the fear of competition with German flour, the price of which has already reached the limit of the consumer's paying capacity.

**SHEEP IN NEWFOUNDLAND.**

While there are but 130,000 sheep in Newfoundland at present, a material increase in that number is expected the coming season, says the Consular and Trade Reports. There are no large stock farms or ranches in the colony, the sheep being scattered over the island in small flocks owned chiefly by fishermen-farmers. The St. Johns Agricultural Society plans to go into the business of raising sheep, and is making arrangements to import about 500 animals during the next three months. The St. Johns Golf Link Club has about 100 sheep on its grounds to keep the links in good condition. A woolen industry has recently been established at St. Johns.

**INSPECTION INVESTIGATION UNLIKELY.**

A news despatch from Washington says that the House Committee on Expenditures in the Department of Agriculture has received the final proof sheets of the testimony on the meat inspection service. There is much hard feeling by members of the committee about the way critics of the service have acted. They say the Rev. Mrs. Bartlett Crane kept the proof of her testimony for more than three weeks and edited it materially. Members say that correcting English construction, etc., would have been proper, but to edit it is another matter. In view of this the proof may be turned over to the Department of Agriculture for officials to decide whether the changes necessitate an answer.

It is not believed the committee will act on the Nelson resolution, or, if it does, that it will sanction an investigation at this time of the meat inspection service. A rumor has been heard that the Nelson resolution was inspired by financial backers of Dr. H. W. Wiley, but the committee which has all the facts in this connection declared that neither Dr. Wiley nor his backers had anything to do with the resolution.

**FROZEN MEATS FOR GERMANY NOW.**

According to cable advices from Berlin, Sir George H. Reid, the High Commissioner and ex-Premier of Australia in London, who has been agitating for the importation of frozen mutton, the result of his labors will be of equal advantage to purveyors of refrigerated meat in general.

He is visiting the Prussian capital ostensibly to promote trade relations between Germany and Australia. The ex-Premier has, however, concentrated his efforts principally on the question of frozen meat. In a speech delivered in the Reichstag Building before an invited audience of Reichstag members, Government and municipal officials, and prominent commercial men, Sir George endeavored to convince his audience of the ad-

**THE NATIONAL PROVISIONER.**

vantages to be gained by the introduction of refrigerated meat.

"The technical difficulties of the regulations," said Sir George, "which the German Government has attached to the importation of frozen meat from abroad—namely, that the carcasses should have certain internal organs attached to them—are now overcome, and there is no longer any difficulty in supplying refrigerated meat in this respect."

One of the most significant successes achieved by Sir George is that he has managed to obtain the co-operation of the Social Democratic Party to the number of 110 members. Dr. David, a prominent member of the party, has promised Sir George hearty assistance in endeavoring to push the trade.

These signs of the times are carefully followed by Argentine agents here, who are preparing to make the most of the opportunity when the barrier of prejudice and officialdom, which has hitherto prevented the trade, shall be broken down.

The action of the German Socialists in favoring refrigerated meats was forecasted in special advices to the National Provisioner from Berlin published in the issue for February 3, 1912, a week after the Socialist victories in the elections.

**COTTONSEED MEAL IN ENGLAND.**

An inquiry has been received by Consul Horace Lee Washington, of Liverpool, as to cottonseed meal in that market. Those in the trade report that a good demand exists for decorticated cottonseed meal, that prices have been gradually rising, and that the outlook for future demand is promising. For undecorticated meal there is but a limited demand.

Contracts for decorticated cottonseed meal are made by Liverpool importers with the provision that the meal contains not less than 38½ per cent. of albuminoids, and is of good color and well prepared. The local custom is for representatives of the buyer and seller to draw samples from, say, 10 per cent. of a shipment, and submit such samples to a qualified analyst: the result of such analysis forms the basis for determining the price at which the meal should be invoiced.

Copy of a proforma contract used by one of the Liverpool firms dealing in America cottonseed meal is forwarded, and may be procured from the Bureau of Manufactures. Among other requisites, this contract provides that the meal be guaranteed to be as defined in America as "prime fair average quality of the season at time and place of shipment, and shall contain not less than 38½ per cent. albuminoids, any deficiency to be allowed for at the rate of one-fiftieth of the selling price per unit (fractional parts prorata). Should the whole or any portion of the meal not turn out equal to the warranty, it must be taken at allowance."

As to sampling, this contract provides that in the event of a dispute in respect to the analysis a second sample shall, at the request of either buyer or seller, be submitted to one of two analysts named in the contract, and the mean result of the two analyses be accepted as final and binding upon both parties. Also, should the result of the analysis be such as to award an allowance to the buyer, the cost of test or tests shall be borne by the seller, but in the contrary event the cost of the test

or tests shall be for the buyer's account. This contract provides for payment by 60-day sight draft on purchaser, with shipping documents attached, to be surrendered on payment of draft.

**COTTONSEED MEAL AS FERTILIZER.**

There has probably been no period in the history of the American fertilizer industry when the cottonseed meal affected conditions so much as it has during the past few months. Nitrogen-carrying materials of all sorts have been difficult to move and the new records established for practically all important products in 1910 have received decided setbacks. All news regarding cottonseed meal and its possible influence on the markets has been read with a great deal of interest, says Wm. J. Dyer in *The American Fertilizer*.

In the first place it is perhaps best to state that there are no accurate statistics available regarding the consumption of cottonseed meal as a fertilizer in the United States. While the preliminary census report for 1909 covering the fertilizer industry has been issued, a detailed statement of commercial fertilizers is not yet available. From the 1905 census report, however, it would certainly indicate that the use of cottonseed meal as a fertilizer ingredient is growing at a much higher rate than the industry itself. From this report it appears that in 1905 the value of cottonseed meal used in the manufacture of fertilizers was \$2,376,448 comparing with \$167,410 in 1909, an increase of 1,319.5 per cent. for five years. Naturally no other product came any way near cottonseed meal in relation to its increased use. This marvelous increase can, of course, be in a large way traced to the fact that the cottonseed oil mills during the past decade have entered into the manufacture of fertilizers in a large way, and have made extensive use of the cake and meal after the oil was extracted. Then again it must be taken into consideration that the cottonseed oil business itself has expanded to a very large extent during the same period, so that large quantities of cake and meal would naturally be thrown on the market.

The cotton census report for 1910 devotes a few lines to the use of cottonseed meal as a fertilizer. The experts of the census bureau are apparently favorably impressed with the use of the meal as fertilizer for the statement is made that "among the most important ingredients in fertilizers are ammoniates, of which cottonseed meal is one of the best, and it is largely on this account that the oil mills have taken up the manufacture of fertilizers." This latter remark seems to be a fact, for a reference to figures shows that 142 cottonseed oil mills out of 810 reported a fertilizer production in 1909 of 214,000 tons valued at \$4,265,000.

Efforts to secure figures showing the sale of meal as such for fertilizer purposes in the entire country have not apparently been successful, as all the various State records do not contain these data. In 1910, however, South Carolina alone reported sales of 140,000 tons of meal for manurial purposes; Georgia, \$1,000 tons; North Carolina, 70,000 tons, and Mississippi, 56,000 tons, the total for the four States being 357,000 tons.

The 1911 cotton crop will total fully 15,000,000 bales. In the ordinary run of events this will furnish 7,500,000 tons of seed available for crushing purposes. In 1910 nearly 80 per cent. of the seed produced was crushed so that if this percentage was crushed this year the output would reach the enormous total of 2,640,000 tons of cake and meal. No one, however, is looking for such a heavy crush as 80 per cent. A 70 per cent. crush would realize 2,310,000 tons of cake and meal and a 60 per cent. crush, 1,980,000 tons. The

(Continued on page 20.)

June 8, 1912.

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### ILLIPE OR MOWRAH SEED OIL.

A soapmaker asks this question:

Editor The National Provisioner:

What is white edible Illipé (nut) oil, and do you know of anyone in this country who manufactures it?

Illipé oil is known in this country under the name of Mowrah oil and is not a nut oil. The French name of the same is beurre d'Illipé, for Illipé butter, and huile de Mowrah for the oil from the same plant. The Mowrah seed oil is obtained from the seeds of Bassia longifolia, but the commercial fat is a mixture of this fat with that prepared from Bassia latifolia. The fat from Bassia butyracea is the commercial Phulwara butter. It should be noted that Illipé oil is not necessarily identical with Mowrah seed oil.

When in the fresh state, Mowrah seed oil is yellow; it is bleached on exposure to air, becoming white and at the same time turning rancid. The fat has the consistency of lard, possesses a bitter aromatic taste, and a characteristic odor recalling that of cocoa beans. It contains considerable quantities of free fatty acids, the crystals of which can be recognized under the microscope. The proportion of glycerol has been found as low as 3.09 per cent. The fatty acids consist of 63.5 per cent. of oleic acid, and 36.5 per cent. of solid fatty acids. The chief constituent of the latter is palmitic acid.

Mowrah seed oil is an important article of commerce in India; it is imported from

India into England and is used for candle and soap making.

Bassia, from which the oil is derived, is a genus of trees of the family Sapotaceae, found in the East Indies and Africa. The flowers are remarkable for their fleshy corolla and for the abundance of oil of butyrateous fat which the seed contain and which is used for many purposes by the inhabitants of the countries in which they are indigenous. The fruit has a pulpy rind, and three or four one-seeded cells; the ovary has eight cells, but some of them are always abortive. One plant, vitellaria lucuma, is highly valued, and forms an important article of internal commerce of Africa. The seeds of the fruit are dried in the sun or in an oven and the kernels are boiled in water in order to obtain the butter from them, which not only keeps a whole year without salt, but is whiter, more solid and more pleasant to the taste than the butter of cow's milk. It is used both as an article of food and as a medicine.

Some of the physical and chemical constants of Mowrah seed oil are as follows: The specific gravity is 0.9175 at 15 degs. C.; solidifying point, 17 to 19 degs. C.; melting point, 25 to 31 degs. C.; saponification value, 192; iodine value, 50 to 62.

Illipé or Mowrah seed oil is not imported into the United States at present, and the chances are that it will not be able to replace any of the oils and fats which are on the American market. The reasons for this are that the oil is not being produced in quantities large enough to make the same a competitive product. Moreover, the remaining pressed cake has a very low nitrogen content, for which reason it will always command a lower price than the cake derived from the cottonseed or linseed.

While the oil is produced originally in India and Africa, it is manufactured into a commercial article so far in England alone,

and it has not been brought upon the American market or to the attention of users of fats in this country. Its low glycerine content is an additional factor against the oil.

### WOOD FOR PICKLING VATS.

This is from a meat dealer and sausage-maker in Virginia:

Editor The National Provisioner:

Will you kindly state whether cedar or Gulf cypress is the proper wood from which to make pickling vats? We have a number of these vats which we would like to use for this purpose, if they are in no way damaging to the pickling process.

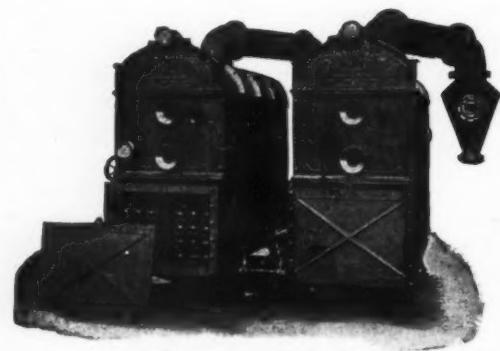
There is very little difference between these woods as far as the pickling is concerned, although oak or white or yellow pine vats are better suited for the purpose. However, where vats made of the former kind of woods can be had cheaper, or are on hand, they may be conveniently used for the purpose.

When they are used it is advisable to have them absolutely clean in the first place, and then to fill them with water a few times, renewing the water after periods of about one week each. Then fill them with a pickle which has been used before—"spent" pickle—before meat is placed in them. The advantage, if any, will be found in favor of the cypress vats.

### TO LOOK FOR PERJURORS?

U. S. Judge George A. Carpenter in his court in Chicago has called a venire of forty men for June 10, as a special Federal Grand Jury. While no announcement has been made officially, it is reported that the jury is to investigate the perjury rumors in connection with the recent trial of the packing-house companies, if they can tie down these stories to anything definite. The 7,000 pages of testimony taken at the trial are being examined, it is said, in search of material for the perjury investigation.

Watch page 48 for opportunities.



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**INVESTIGATIONS COSTLY**

The wave of investigation, prosecution, persecution and agitation of the packinghouse industry and some of its important interests seems never to reach the shore. It has been continuously in operation for the last ten years, during which time there has always been something going on directed at the business. In practically every investigation, or so-called prosecution, the packers have been vindicated. Yet it is popular to continue it and perhaps the underlying reasons why it does not cease is that in the first place the packers are entirely too

**THE NATIONAL PROVISIONER.**

patient with the agitators and because a great many obscure officials can ride into public prominence by attacking an industry which is so vitally necessary to the welfare of every person in the country.

It would be interesting to know the result if some Congressman or Senator would demand a bill of particulars showing the expense to which the U. S. Government has been put in the last ten years for prosecutions and investigations of the packinghouse business. None of these have resulted in anything, but as an advertising appropriation for petty officials the bill must be a tremendous one. It must also certainly be very large for the packers, and as a matter of justice it would be reasonable to ask to what extent an industry, or private individuals, are expected to make expenditures for defence when trials and investigations show there was no reason for them in the first place. It would be possible to break almost any industry in the country by the continuance of such litigation and it is certainly a great drain upon the public treasury. When is it going to be stopped?

Hardly had the large packers of Chicago been acquitted by a jury when resolutions were put into the House for an investigation of the meat inspection service on the charge that the packers were in collusion with the government officials; that was followed by a demand for another investigation of the large packers and the statement is made that there is to be another trial and prosecution in Georgia. These are only the very latest developments in an agitation which has been almost continuous since 1902. The public is evidently getting tired of it but it is still a popular theme with the demagogues and a halt should be called. Either the packers should insist that they are entitled to a rest after the vindication which has been as continuous as the prosecutions, or some public-spirited Congressmen should demand to know why so much public money is being spent in the chase of a will o' the wisp.

**AS TO PARTNERSHIPS**

Hearts and minds that act as one make a perfect partnership. Men and women get married, but their life thereafter is not always a sweet song. Men go into partnership, but do not always suit each other. It is sometimes said that but one man and one woman, in the entire world, were born for each other, and only those get the most out of married life who happened to be born for each other.

The same thing seems to apply to business partners. A partnership is the most ideal business arrangement, if the proper people become partners. But it is so seldom that part-

ners exactly suit each other that few now even expect a partnership to be exactly what it ought to be. And some are known to be almost unbearable, and any man who can see his way clearly to go into business or to continue in business without a partner, will do mighty well to think a good while before taking a partner, for it is a step which seems as likely to bring ruin as prosperity, as likely to bring discord as harmony.

The partner has just as much to say about how the business shall be conducted as you have, and while the partner may be right in his way of thinking, you are not likely to think he is right if you happen to disagree with him. Your partner can run the firm in debt, and you are responsible for his acts, and this is not always pleasant. He can extend credit to people you would not think of trusting. In fact, he can do so many things to cause trouble that he should be weighed well in the judgment scale before being taken into your business.

And you should remember that, too, when you suggest to another man that he should take you in as a partner. In fact, it's a poor rule that won't work both ways, and if you apply this one carefully you may find that you and your partner were made to fit each other, after all!

—————♦—————

**REFRIGERATION STANDARDS**

The request of the American Association of Refrigeration that Congress appropriate the sum of \$15,000 to be used by the Bureau of Standards, United States Department of Commerce and Labor, for the purpose of ascertaining a unit of refrigeration and such other standards in refrigeration as are desirable, should certainly be passed. Refrigeration has become one of the most important elements of our commerce because it concerns primarily the feeding of our people and a government which spends many millions of dollars each year for all sorts of doubtful purposes could easily afford to appropriate this small sum for a purpose which would be exceedingly helpful to the refrigerating industry, in indirectly but no less vitally, all of the food supply industries which are dependent upon refrigeration.

The bill for this purpose is now pending before the Committee on Appropriation in the U. S. Senate and all concerns interested in refrigeration, even in a small way, should address their Senators requesting support of this measure. It is only by indicating to representatives in the Senate and House that there is an earnest demand for this constructive legislation that it can ever be secured. The packinghouse and allied industries should rally to the support of this request by writing to Senators in its favor.

June 8, 1912.

## TRADE GLEANINGS

### TRADE GLEANINGS.

The chemical laboratory of Armour & Company at Kansas City, Kan., has been damaged by fire.

Work on the abattoir being erected by L. H. Shepherd at Charlotte, Mich., is progressing rapidly, and will be completed in a short time.

The Lincoln Packing Company, Lincoln, Neb., will commence shortly the erection of a four-story packing plant, 100 x 35 feet.

The East St. Louis Cotton Oil Company of St. Louis and the Roberts Oil Company of Memphis are contemplating establishing oil mills at Hickman, Ky.

The North Carolina Cotton Oil Company, Raleigh, N. C., is making preparations to erect a large warehouse, north of its present plant.

The Empire Cotton Oil Company, capital \$4,000,000, has been incorporated in Delaware. J. N. Goddard, E. H. Inman, C. E. Currier and others of Atlanta, Ga.

Following the announcement that Libby, McNeill & Libby would put in a plant at Sacramento, Cal., comes additional information that the establishment will cost \$1,000,000 to erect and when in operation will employ 3,000 persons. Work on the first of the series of buildings will begin within thirty days. The main structure will be 300 x 800 feet, of pressed brick and three stories in height. The plant will handle Sacramento Valley products.

The contract for the new building to be erected at Middletown, N. Y., will be let about June 15.

Coates & Proctor are adding a packing plant to their cold storage business at Bellevue, Ia.

The J. & F. Schroth Packing Company will make a number of additions to its plant at Cincinnati, O.

The National Slovak Provision and Supply Company, Lakewood, O., has been incorporated with a capital stock of \$15,000 by A. Ravase and others.

The Guaranty Packing Association, of Morrill, Tex., has been incorporated with a

capital stock of \$5,000 by F. J. Sackett, J. F. Ash and R. Morrill.

The Mutual Cotton Oil Company, Fort Worth, Tex., has increased its capital stock from \$75,000 to \$125,000.

The Colonial Packing Company has applied for a permit to establish a packing plant at Everett, Mass.

The Empire Cotton Oil Company, Atlanta, Ga., will erect a cottonseed oil mill at Madison, Ga., to cost \$100,000.

The Lancaster Cotton Oil Company, Lancaster, S. C., will rebuild its mill, damaged by fire.

S. Pruijn, of Fort Smith, Ark., will erect a cottonseed oil mill at Corpus Christi, Tex. The Texas Cottonseed Products Company, Fort Worth, Tex., has been incorporated with a capital stock of \$10,000 by H. Guldmann, A. Q. Vistard-Peterson, G. A. Kerner and H. Gleckinaire.

The erection of a cottonseed oil mill at Post, Tex., is contemplated by the Double U Company.

The Farmers' Fertilizer Works, Byromville, Ga., has been incorporated with a capital stock of \$80,000 by S. B. Byrom, J. D. Lester and L. P. Lester.

The Meadows fertilizer factory at Graysville, N. C., just across Trent River from Newbern, will soon be completed. It will have a much larger capacity than the old factory and will have many improvements and facilities for the manufacture of fertilizers. The building is three stories in height and the dimensions are 150 x 300 feet. It has a foundation of reinforced concrete. The capacity of the plant is 300 tons a day.

### FOREIGN COMMERCIAL EXCHANGE.

New York, June 7.—Foreign commercial exchange rates were quoted today as follows:

London—

Bankers' 60 days..... 4.8450@4.8460

Demand sterling ..... 4.8710@4.8715

Paris—

Commercial, 90 days.... 5.233 $\frac{1}{2}$ —1-16@5.233 $\frac{1}{2}$

Commercial, 60 days.... 5.217 $\frac{1}{2}$ —1-16@5.217 $\frac{1}{2}$

Commercial, sight ..... 5.19 $\frac{1}{2}$  $\frac{1}{4}$  @5.18 $\frac{1}{2}$ —1-16

Berlin—

Commercial, 90 days ... 93 15-16 @ 94

Commercial, 60 days.... 94 $\frac{1}{2}$  @ 94 7-16

Commercial, sight ..... 95 @ 95 1-16

Antwerp—

Commercial, 60 days.... 5.25—1-16 @ 5.25

Amsterdam—

Commercial, 60 days.... 39 15-16 @ 39 15-16+1-16

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**ZAREMBA CO. - Buffalo, N.Y.**

**The NEW LIESINGER SYSTEM of RENDERING**  
Machine occupies a space of only 7 feet by 12 feet.  
Raw material rendered and dried in one machine.  
Catalogue Yours for the Asking

The Liesinger-Lembke Company, 697 Ellicott Sq., Buffalo, N. Y.

### COTTONSEED MEAL AS FERTILIZER.

(Continued from page 17NN.)  
crush will be, in all probability, a minimum one of 60 per cent. and between that figure and 70 per cent. minimum. The production will, of course, be by far the heaviest in the history of cotton growing. In 1910 a production of 1,792,000 tons of cake and meal was reported, the value per ton being \$24.02.

To offset the enormous production of meal and cake and its continuous depressing influence on the market for materials, fertilizer interests are contending that Europe will use a much larger amount of meal this season than it did last year, owing to the extended drought there during the last half of 1911. This view appears to be borne out by a reference to export statistics. During November alone the exports of cottonseed meal were double those of November, 1910. For the eleven months ending November the exports totaled 426,147 tons comparing with 301,451 tons during the corresponding period of last year, an increase of more than 10,000 tons per month for the year.

The following table shows the value of 8 per cent. and 7 1/2 per cent. cottonseed meal per unit of ammonia when compared with other ammoniates at the stated price:

	Cottonseed Meal.	8 p. c.	7 1/2 p. c.
Sulphate of ammonia at			
\$3.188 .....	\$20.40	\$19.12	
Nitrate of soda at \$2.197.....	18.60	17.44	
Fish scrap at \$3.25.....	26.00	24.38	
Blood at \$3.15.....	25.20	23.63	

### COTTONSEED CRUSHERS' MEETINGS.

Georgia Cotton Seed Crushers' Association, Atlantic Beach, Fla., June 17, 18.

Mississippi Cotton Seed Crushers' Association, Hotel Edwards, Jackson, Miss., June 25 and 26. This is a postponement from June 18 at the request of Committee on Arrangements.

Alabama Cotton Seed Crushers' Association, San Carlos Hotel, Pensacola, Fla., June 19, 20.

Texas Cotton Seed Crushers' Association, Houston, Tex., July 22, 23 and 24.

### PROPOSAL.

STATE OF NEW YORK—STATE HOSPITAL COMMISSION, PURCHASING COMMITTEE FOR STATE HOSPITALS, ROOM 138, CAPITOL, ALBANY, N. Y. Sealed proposals addressed to the Committee will be received until 2 P. M., June 18, 1912, at the above address for supplying the New York State Hospitals for the Insane as follows: for a period of three months from July 1, 1912, FRESH MEATS. By applying to the Purchasing Committee prospective bidders may obtain copies of specifications and information regarding qualities and standards. PURCHASING COMMITTEE FOR STATE HOSPITALS.

By F. A. Wheeler, Secretary.

Absolute Sanitary Machinery  
for Butcher Shop Trimmings,  
Slaughter House Offal, Hotel and  
Restaurant fats, dead Animals, etc.

PACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

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Hartford City Paper Company - Hartford City, Indiana

## FOR PURCHASING DEPARTMENTS

### BIG MOTOR TRUCK ORDERS.

One of the most impressive and convincing aspects of the tremendous advance of the Commercial Motor Vehicle industry is evident when one looks about and ascertains the size of single orders which are now being placed for motor trucks by great business organizations which are known to be most careful and investigating buyers.

It has hardly been two years ago since a news item was current to the effect that a big corporation had bought one or two trucks of a certain make. Today we hear on every side of investments, not in one or two trucks, but in a great fleet of trucks to displace at one fell swoop dozens upon dozens of horses and wagons. It is very obvious from these large orders that the business world has come to accept the motor truck as a tried and proven business investment, and no longer an experiment for somebody else to test out. With big corporations it is no longer a question as to the practicability, the efficiency, or the economy of a motor truck, but it is a problem of putting the right truck in the right place, under the right conditions and operating it so as to obtain the right return upon their investment.

The largest order for motor trucks ever placed with one organization has just been given to the International Motor Company, manufacturers of the Mack, Sauer and Hewitt trucks, by the Star Motor Delivery Company and the City Fuel Company of Chicago.

The Star Motor Delivery Company of Chicago, which is, perhaps, the largest organization yet formed for general public trucking and transportation service in this country, has just placed an order with the International Motor Company for fifty Mack trucks of various sizes, which are to be put in service within the next few months for handling urban and suburban delivery service of Chicago merchants. The size of this order is particularly flattering to the motor truck industry in general and to the International Motor Company in particular, as the trucks will be used under perhaps as severe conditions as any motor trucks in service for public transportation work.

This order was placed after months of the most searching investigation and rigid tests of practically every American make of

motor truck, and the fact that the Mack was finally selected as the machine best adapted for the severity of the conditions is a compliment to the manufacturers of this oldest of American-made trucks, which early adopted as its slogan "leading gasoline truck of America."

The order of the City Fuel Company for twenty-five Sauer trucks is also the largest single order ever placed by a coal merchant for motor transportation, and comes as a flattering endorsement of the motor truck by an industry which has been, perhaps, one of the most reluctant to be converted to the advantage of motor transportation up to the present time. And not without good reason, because comparatively few motor truck manufacturers have built trucks adaptable to the extraordinary hard knocks which a coal dealer has to give a motor truck. One of the bitterest complaints of the coal dealer against motor trucks has been "tire troubles," and as the dead weight in a great many trucks has tended to greatly augment tire troubles on coal trucks, which ordinarily

carry enormously heavy loads, the selection of the Sauer, which is claimed to be the lightest motor truck in the world for its capacity and the strongest, is a very high compliment to Sauer design and construction, which is claimed to eliminate one of the greatest troubles of motor trucks in coal service—tire expense.

The first fifteen of the Sauer trucks to go into service for the City Fuel Company will displace 70 double teams, and it is said that before deciding to motorize their delivery department the City Fuel Company investigated, tested and had demonstrated to them every motor truck of any consequence on the market. The City Fuel Company will use their Sauer trucks in the "Loop" district of Chicago. The 25 Saurers will displace 100 horses and 25 wagons.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

## ICE! ICE!! ICE!!!

### CUT ICE BILLS DOWN

No more stale trimmings. It's a double profit, because the ice serves a double purpose. An automatic ice saver that gives a dry and very cold air without chemicals or machinery. The cost is so trifling that every butcher should investigate the

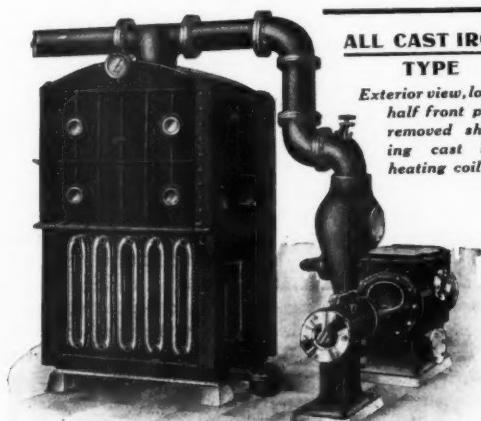
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cast iron  
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We build them in all sizes.

Write for full particulars and prices.

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June 8, 1912.

## ICE AND REFRIGERATION

### ICE NOTES.

Albany, N. Y.—J. G. Papalan's ice house was destroyed by fire on June 4 with a \$30,000 loss.

Bridgeport, N. J.—The large plant of the Crystal Ice and Cold Storage Company has been destroyed by fire with a loss of \$50,000.

East Freetown, Mass.—The ice houses of the New Bedford Ice Company have been destroyed by fire.

Hemet, Cal.—D. A. Kingsbury and G. C. Nevins, of the Hemet Orange Growers' Association, accompanied by Mr. Percival, of the Valley Ice and Laundry Company, spent several days of last week in Upland and Pomona investigating the feasibility of putting in an orange precooling plant.

Richmond, Va.—The Merchants' Cold Storage and Ice Manufacturing Company will erect a cold storage plant, five stories high, 130 x 120 feet.

Post, Tex.—The Double U Company contemplates building an ice plant.

Galveston, Tex.—The Galveston Ice and Cold Storage Company will have plans prepared by Widemann & Walsh, of St. Louis, Mo., for an ice and cold storage plant.

### NEW INCORPORATIONS.

Louisville, Ky.—The Kentucky Cold Storage Company has been incorporated with a capital stock of \$10,000 by H. A. Mead, W. A. Galloway and J. T. Sullivan.

England, Ark.—The England Ice and Gin Company has been incorporated with a capital stock of \$25,000 by G. W. Morris and others.

Oriental, N. C.—The Oriental Ice and Development Company has been incorporated with a capital stock of \$15,000 by H. A. Reel, of Reelsboro, N. C.; S. W. Ferebee and others.

North Augusta, S. C.—C. W. Davis, T. L. Foreman and others have incorporated the Mutual Coal and Ice Company with a capital stock of \$20,000.

### ELECTRIC POWER FOR THE ICE PLANT.\*

By Charles A. Stanley, Kansas City, Mo.

The purpose of this paper is to direct your attention to a few facts regarding which I am very sure you have heretofore been quite in the dark. Not that you, as ice manufac-

\*Paper read before Western Ice Mfg. Association.

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Natural and Manufactured  
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OF THE  
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Descriptive  
CATALOG

**Gifford-Wood Co.**  
HUDSON, N.Y.  
BOSTON, MASS. CHICAGO, ILL.

turers, have been backward in obtaining information as to the most efficient methods of operating your plant, but rather that the central station man has failed to keep next to you on this subject; with the great influx of work which has naturally come to him when he really got out and hustled for business, he has overlooked the opportunity of saving you money, making your plant more efficient, and, at the same time, getting onto his lines a very profitable piece of business.

I have to date no record of a paper by the central station man having been read before an ice manufacturers' association; consequently, I have reason to believe that you are somewhat surprised at the presentation of the subject, and will doubtless say that I am "in wrong"; but I am quite sure when this paper has been presented you will all feel that there is something in central station service for the ice man; at least I trust I may be able to relieve your minds of some of the doubts which they possess toward central station service.

There are three things to be considered by the ice manufacturer who thinks about using power from the central station service.

First—Can pure, salable ice be made by using the methods necessary with central station service?

Second—Is the apparatus necessary, reliable and efficient, and is the first cost of the same reasonable?

Third—Will the central station man furnish power at a rate which will make the proposition an interesting one, and can he offer reliable service?

### The Quality of Ice.

As you all know, there are two methods employed in ice making—namely, the raw water process and the distilled water process. I am not going to attempt to explain these methods, as you doubtless are more familiar with them than I am; but allow me to state that I thoroughly believe that a pure, salable ice can be made by the raw water process. I visited the ice plant owned by Anderson & Goodman, in Chicago, last month, and while there I saw one of the clearest cakes of ice I have ever seen. This ice was made from Chicago city water; the impurities were forced to the top of the can by means of compressed air, and then the impure water was pumped out, only 9 per cent. of distilled water being used for refill.

Pure ice from distilled water, using the exhaust steam from an engine, is practically impossible. I have often looked into an ice dealer's cart and hunted in vain for a cake of ice free from traces of oil; that streak of variegated colors will always be seen, proving without question the presence of oil. Nor is that all. I find that ice made from distilled water from the engine exhaust is not clear. There seems to be some substance or condition present which makes the ice white or milky. While this may not be an impurity, it makes the ice less salable.

During a trip last summer through some of our larger cities in the Central States, I visited a number of ice plants, my purpose being to gather such data as possible, in order that I might determine the most satisfactory

method of making pure, salable ice; and in every case I found that the purest and cleanest ice was made in the plants where the steam came direct from the boilers—which, in these cases, were low-pressure—to the condensers. Consequently, there was no possible chance for oil, boiler compound or other foreign substance to get into the makeup water; and, strange to say, this ice was in every case the most free from air. Thus, I must say just here that it is my firm belief that the purest and most salable ice will be made in the plant where the makeup water is obtained from steam which comes direct from a low-pressure boiler.

### Reliability and Efficiency.

No one familiar with electrical apparatus will question the reliability of the polyphase induction motor. It will run for months with no attention other than a dash of oil in the bearings once a week. The compressor is in every respect similar to the compressor furnished with a steam engine set.

The efficiency of the electric motor for a 100-ton plant is about 93 per cent., which is at least 10 per cent. better than the average steam engine used on plants of this size. Now, then, insomuch as the motor requires no attention and the compressor requires little or no attention, the services of an engineer are not necessary, while with a steam engine a licensed man is necessary for engine and boilers. And again, with steam engine drive high-pressure boilers are required, while with central station service and the distilled water process, low-pressure boilers are required. And if the raw water process is used, then low-pressure boilers of only 10 per cent. capacity are necessary.

The first cost of a compressor and motor installed is about 40 per cent. less than the cost of a steam engine and compressor installed. The cost of boiler necessary to furnish entire make-up water is about 30 per cent. less than the cost of a high-pressure boiler of size sufficient to furnish power for the entire plant. And the cost of boiler and necessary auxiliary for a raw water plant is 70 per cent. less than the cost of a boiler of sufficient size to furnish power for the entire plant. Thus we have the comparative costs of investment necessary with the three different methods of operation. Let us represent these investments as follows:

The steam-driven compressor using make-up water from engine exhaust, 100 per cent.

The electrically-driven compressor using make-up water from low-pressure boiler, 85 per cent.

The electrically-driven compressor using raw water process, 60 per cent.

### Cost of Power.

While I have covered quite in detail the first two features to be considered, the third is more difficult under the existing circumstances. If I were the central station man, I could settle this question quite to your satisfaction in about one minute; but as I am not the central station man, yet I think you will allow that I am quite familiar with existing conditions. I make this statement: Any central station of reasonable size, furnishing power to the manufacturers of the town or city in which it is located, can fur-

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For nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. *Send for Free Book*

### B. B. AMMONIA may be obtained from the following

ATLANTA, Manufacturers' Warehouse Co.  
BALTIMORE, Joseph S. Wernig Transfer Co.  
BIRMINGHAM, Kates Transfer & Storage Co.  
BOSTON, 120 Milk St., Chas. P. Duffee.  
BUFFALO, Keystone Warehouse Co.  
CHICAGO, F. C. Schapper, Wakem & McLaughlin  
CINCINNATI, Pan Handle Storage Warehouse,  
The Burger Bros. Co.  
CLEVELAND, General Cartage & Storage Co.,  
Henry Bollinger.  
DETROIT, Riverside Storage & Cartage Co.  
Ltd., Newman Bros., Inc.  
DENVER, Denver Transit & Warehouse Co.  
DALLAS, Oriental Oil Co.  
EL PASO, El Paso Storage Warehouse Co.  
FORT WORTH, Western Warehouse Co.  
HOUSTON, Texas Warehouse Co.  
INDIANAPOLIS, Railroad Transfer Co.  
JACKSONVILLE, St. Elmo, W. Acosta.  
KANSAS CITY, Crutcher Warehouse Co.  
LIVERPOOL, Peter R. McQuile & Son.  
LOS ANGELES, United Iron Works.  
LOUISVILLE, Louisville Public Warehouse Co.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

nish power for the ice plant at a cost which will be less than the cost of producing it by any other method, and, at the same time, guarantee you service as reliable as your isolated plant. If he refuses to furnish you a reasonable rate, he is not looking for new business.

#### First Costs.

It will be interesting to note the first cost of an electrically-operated 100-ton ice plant as compared with a steam-driven plant of the same capacity.

#### 100-TON ICE PLANT.

Electrically Driven.

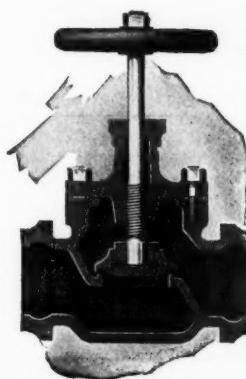
Compressor and motor.....	\$8,000
Boilers .....	800
Circulating pump and motor.....	400
Boiler pump and motor.....	150
Water pump and motor.....	900
Brine pump and motor.....	125
Agitator and motor.....	350
 Total .....	\$10,725

#### Steam-Engine Driven.

Compressor and engine.....	\$11,200
Boilers .....	3,200
Circulating steam pump.....	700
Boiler steam pump.....	250
Steam water pump.....	1,250
Steam brine pump.....	225
Steam agitator .....	500
 Total .....	\$17,325

All of the above-mentioned machines are of standard make. The motors are the polyphase type of standard make. The cost includes all accessories. The compressor, in case of electric drive, is operated by means of a silent chain belt from the 200 horse-power motor. The boiler, in case of electric drive, is of low-pressure design, 50 horse-power capacity. In case of steam-engine drive, a high-pressure boiler is used of 300 horse-power capacity. The boiler pumps in both cases pump all the water used in the boiler, which includes all water used by the plant except that required for circulation. The water pump in both cases is used to pump water from a deep well to a reservoir, from which it is drawn for both boiler and circulation purposes. The brine pump and agitators are installed and used as in general practice. The installation of an electrically-driven plant shows a saving of \$6,600 in the power equipment alone. I have not men-

#### WATCH PAGE 48 FOR BARGAINS



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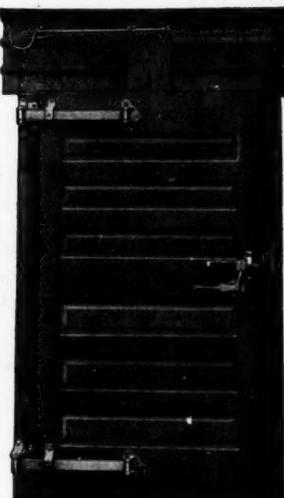
Largest Ice Machine Manufacturers  
in the World

General Western Office: Monadnock Bld., Chicago  
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J. V. Jamison T. B. South J. V. Jamison, Jr.  
Prest. Vice-Prest. Secty. & Treas.

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**TAFT PACKING CO.**  
**JACOB DOLD CO.**

**Jones Cold Store Door  
Company**

**Hagerstown, Md.  
U. S. A.**

June 8, 1912.

tioned the great saving in building and floor space, the space required for an electrically-driven plant being only 60 per cent. of that required by the steam-driven plant.

**Cost of Operation.**

We will now consider the actual cost for power to produce ice by the two above-mentioned methods. You must bear in mind, however, that there are numerous small items which enter into these costs, especially in the case of the steam-driven plant. For example, with high-pressure boilers a tube is likely to give way at any moment, and then the entire plant is shut down until repairs are made. The inability at times to obtain fuel owing to labor difficulties in the mines or on the railroads, oftentimes means a shutdown for the plant, or at least an increased cost for fuel during such conditions. Such difficulties as these, with numerous others, are almost entirely eliminated with electrically-operated plants.

The following figures show the cost of power for a 100-ton plant, the same being operated by central station service, and the ice is manufactured by the raw water process, and in comparison is shown the cost of power for a similar plant operated by the steam engine. These are figures from actual operation, and not estimates only. The two plants are installed under very similar conditions, thus making the comparison a fair one.

For the investment, I have used figures shown under "First Costs."

**YEARLY COSTS.**

**100-Ton Ice Plant—Electrically Driven.**  
5% interest on \$10,725..... \$536.25

5% depreciation on \$10,725.....	536.25
Fuel, 200 tons, at \$2.50.....	500.00
Electricity .....	8,600.00
Operators, 1, at \$3.....	1,080.00
Fireman, 1, at \$2.50.....	900.00
Oil and waste.....	200.00
Boiler repairs .....	50.50
Other repairs .....	150.35
Total .....	\$12,553.35

100-Ton Ice Plant—Steam-Engine Driven.	
5% interest on \$17,325.....	\$876.25
5% depreciation on \$17,325.....	876.25
Fuel, 2,600 tons, at \$2.50.....	6,500.00
Lighting .....	360.00
Engineers, 2, at \$3.....	2,160.00
Firemen, 3, at \$2.50.....	2,700.00
Oil and waste.....	900.00
Boiler repairs .....	330.35
Other repairs .....	350.50
Total .....	\$15,053.35

**COSTS PER TON OF ICE.**

100-Ton Ice Plant—Electrically Driven.	Cents.
Interest .....	2.68
Depreciation .....	2.68
Fuel .....	2.50
Electricity .....	43.00
Labor .....	9.90
Oil and waste.....	1.00
Boiler repairs .....	.25
Other repairs .....	.75
Total .....	62.76

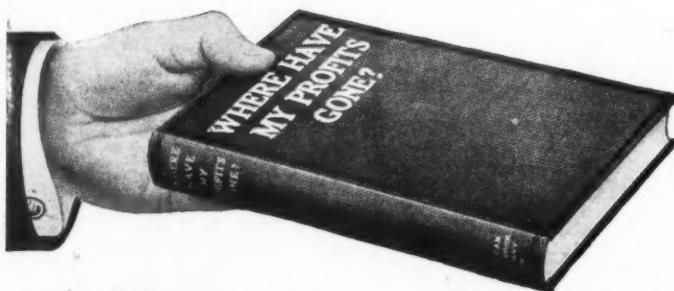
100-Ton Ice Plant—Steam-Engine Driven.	Cents.
Interest .....	4.38
Depreciation .....	4.38
Fuel .....	32.50
Lighting .....	1.80
Labor .....	24.30
Oil and waste.....	4.50
Boiler repairs .....	1.65
Other repairs .....	1.75
	75.26

The total yearly output of each plant is about 20,000 tons.

During the months of June, July and August the output was about 3,000 tons, while during the winter months the production dropped as low as 300 tons.

You will note that the above shows a saving of 12.5 cents per ton of ice, or nearly 17 per cent. The water used is pumped from a deep well, which makes the resultant cost higher for electric drive than it would be provided the water was furnished from the city water system. This is explained in this way: If the ice plant is equipped with high-pressure boilers furnishing steam for the engines, and with the fireman or engineer at hand to care for the steam pump, it will cost a little less to pump water by steam than by electricity from central station service. Water can be pumped from the average deep well by central station service for about 3 cents per 1,000 gallons, while the cost of pumping the same by steam, as specified above, will be about 1.5 cents per 1,000 gallons.

(To be continued.)



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## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Future Prices Steady—Trading Quiet—Interest Restricted—Product Stocks Large—Distribution Not Equaling the Output—Hog Weights Excellent.**

The position of the market in hog products is an extremely interesting one at present. The possibilities before the market seemed to be unusual. The present conditions, however, seem to be so evenly balanced that operations in contracts are of very limited proportions and fluctuations in the main limited. An occasional sharp movement developed but seems to be due more to congested conditions of a narrow market than any real awakening of broad interest in the next important movement of values.

The monthly statement of stocks of product, while anticipated to a certain extent, was somewhat of a surprise. The figures showed an increase in the stocks of pork of all kinds compared with last month, a further increase in the stocks of lard and a maintenance of the total stocks of meats of all kinds. The aggregate stocks of product was 4,000,000 lbs. larger than last month and 60,000,000 lbs. larger than last year. The stocks of pork was 33,000 bbls. larger of new pork than a year ago, and the stock of lard just about double last year.

While as stated these figures were about as looked for, they also suggested the deduction that the prevailing prices were not taking care of the product in a way which many had expected. The slight increase was not important in actual totals but it was important as showing that the supplies were increasing

moderately instead of decreasing. The deduction made was that the advance of  $2\frac{1}{2}$ c. a pound in lard compared with a year ago,  $2\frac{1}{4}$ c. in ribs and \$4 in pork, was more than the situation warranted unless the movement of hogs in the near future fell off materially.

Ideas as to the movement of hogs are still very much at variance. The point is made that large interests owning and paying interests, storage charges and insurance on the immense stocks of product at Chicago must have information not of a public character indicating a material lessening of the movement of hogs later in the season or else there would be some pressure of product on the market. While such deductions have been made and have been offered in explanation of every advance the fact remains that the movement of hogs keeps up in a way unexpected by the trade as a whole.

The recent movement has fallen off somewhat and the total since March 1 is less than last year, but the current receipts are so relatively large and the quality of the hogs so satisfactory that many are puzzled at the situation. The May weights of the live hogs received at Chicago were 232 lbs. average compared with 227 lbs. in April, 242 lbs. last year and during the preceding seven years, the weights in five cases out of the seven were less than those of the past month, a condition indicating better than the average quality and weights of the hogs. The Chicago receipts of hogs for the month were 48,000 more than the previous month, 10,000 less than last year, 170,000 more than two years ago and 55,000 more than three years ago.

In regard to the movement of live stock the report of the statistical bureau of the Department of Commerce and Labor for April and the first four months of this year is of decided interest. It says that the livestock receipts at the seven principal Western markets, namely, Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul and Sioux City, as reported to the Bureau of Statistics of the Department of Commerce and Labor, in April, 1912, were greater than those of any April since 1907. Furthermore, the aggregate receipts of live stock at these seven markets during the four months of the present year were greater by far, than during the same four months of any year during the past decade; the receipts of April, as well as those of March and February, having however, been somewhat less than those of January, which were unusually large. The receipts in April, 1912, which include cattle, calves, hogs, sheep, horses and mules, were 3,238,600 head, a gain of over  $3\frac{1}{2}$  per cent. when compared with 3,123,938 head received in April, 1911, and of nearly 45 per cent. when compared with 2,234,907 head received in April, 1910. The total receipts at these markets during the four months of the present year were 15,123,769 head, an increase of  $13\frac{1}{2}$  per cent. over the receipts during the same period in 1911, and 40 per cent. over those in 1910.

This unusual marketing of livestock is susceptible of two deductions. One is that owing to the high prices for feed stuffs the country was a forced seller of livestock during the winter season and this deduction would naturally be borne out by the last report of the

*Armour's*  
*Anhydrous*  
*Ammonia*

WE are users as well as makers of Armour's Anhydrous Ammonia. In our immense packing plants we require the best, the purest, the dryest. We cannot afford to use any other kind. Neither can you. Armour's Anhydrous Ammonia is made from a strictly mineral base. We thoroughly test every cylinder before shipping. We sell subject to your test before using. Try it for economy and efficiency.

Stocks carried at all prominent shipping points.

The Armour Ammonia Works, Chicago, Ill. Owned and Operated by **ARMOUR & COMPANY**

June 8, 1912.

conditions, quality and supplies of livestock at various times issued by the government. On the other hand, the continued liberal marketing of hogs and the excellent weights shown would seem to point the other way. The present cost of maintaining livestock is now comparatively small as stock everywhere is in the field, while the prospects for the feed stuff supply is now sufficiently promising to indicate normal harvest or possibly better than normal this year and consequent readjustment of feeding costs for maturing stock.

Chicago provision stocks follow:

	May 31, '12.	Apr. 30, '12.	May 31, '11.
Pork, new, bbls....	43,632	39,964	10,493
Pork, old, bbls....	11	80	.....
Pork, other bbls...	46,782	42,273	47,140
Lard, new, tcs....	120,437	118,059	59,780
Lard, old, tcs....	2,739	5,010	.....
Lard, other tcs....	18,677	14,733	24,136
Short ribs, lbs....	26,388,183	24,275,887	16,630,802
Total meats, lbs....	164,278,678	164,003,803	130,301,793
All products, lbs....	220,689,000	223,498,000	169,874,000

Fairbanks world's visible supply of lard is given at 337,000 tcs. as of June 1 against 322,000 tcs. May 1 and 271,000 tcs. a year ago. Stocks in Europe and afloat are 155,000 tcs. against 143,000 tcs. and 150,000 tcs. respectively.

Western hog packing for the week was 550,000 against 540,000 the previous week and 635,000 last year; since March 1 the total is 6,860,000 against 7,540,000 last year.

**BEEF.**—The market has continued quiet with demand restricted. Supplies are light and there is apparently no accumulations on the market. Quoted: Family, \$18@\$18.50; mess, \$15@\$15.50; packet, \$17@\$17.50; extra India mess, \$29@\$29.50.

**PORK.**—Prices are very steady with trade quiet. Stocks West are large but are held with firmness. Mess is quoted at \$20.50@\$21; clear, \$19.25@\$21; family, \$20@\$21.

**LARD.**—The market shows a little improvement but trade is quiet. City steam, 10%e.; Middle West, \$10.65@\$10.70; Western, \$11.25; refined Continent, \$11.25; South American, \$12.10; Brazil, kegs, \$13.10; compound lard, 9@9 1/4c.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, June 5, 1912:

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, May 30, 1912, as shown by A. L. Russell's report, are as follows:

Steamer and Destination.	Oil Bags.	Cottonseed Bbls.	Cake. Bags.	Oil Bbls.	Butter. Pkgs.	Hams. Boxes.	Tallow. Pkgs.	Beef. Bbls.	Pork. Bbls.	Lard. Tcs. and Pkgs.	.....
Adriatic, Liverpool	.....	.....	.....	.....	128	187	12	3324	.....	.....	.....
Cevic, Liverpool	.....	.....	39	85	.....	.....	405	.....	.....	.....	.....
Lusitania, Liverpool	.....	.....	619	.....	.....	40	.....	.....	.....	.....	.....
Mesaba, London	150	.....	158	.....	7	.....	140	675	.....	.....	.....
Olympic, Southampton	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
New York	.....	.....	406	.....	.....	3	85	3100	.....	.....	.....
Francisco, Hull	.....	.....	790	.....	85	.....	1268	9449	.....	.....	.....
Canning, Manchester	60	.....	.....	.....	.....	.....	607	.....	.....	.....	.....
Cameronia, Glasgow	.....	.....	575	.....	25	.....	75	.....	.....	.....	.....
Cincinnati, Hamburg	.....	.....	.....	.....	.....	675	6000	.....	.....	.....	.....
Kaiser Aug. Victoria, Hamburg	.....	.....	25	150	35	25	96	2570	.....	.....	.....
Rotterdam, Rotterdam	7000	.....	.....	250	.....	125	.....	385	2280	.....	.....
Kroonland, Antwerp	1987	.....	.....	445	.....	110	164	177	6950	.....	.....
Kaiser Wilhelm II, Bremen	.....	.....	.....	.....	25	.....	50	2900	.....	.....	.....
Rochambeau, Havre	275	.....	40	.....	.....	.....	50	.....	.....	.....	.....
Mineola, Havre	2080	.....	.....	.....	.....	.....	50	.....	.....	.....	.....
Germania, Lisbon	.....	.....	.....	.....	20	.....	.....	.....	.....	.....	.....
Germania, Marseilles	.....	.....	53	500	.....	.....	35	300	.....	.....	.....
Friedrich der Grosse, Mediteranean	1206	.....	185	.....	.....	.....	50	1210	.....	.....	.....
Martha Washington, Mediteranean	1837	.....	.....	.....	50	.....	.....	340	.....	.....	.....
Moltke, Mediteranean	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	11067	3528	.....	3635	735	560	379	4155	39098	.....	.....

## ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.

BUYERS OF ALL GRADES TALLOW & GREASE PLACE YOUR OFFERINGS BEFORE US

#### BACON.—Amsterdam, Holland, 15,835 lbs.; Ancona, Italy, 5,108 lbs.; Antwerp, Belgium, 157,381 lbs.; Cienfuegos, Cuba, 80,432 lbs.; Genoa, Italy, 12,863 lbs.; Gibraltar, Spain, 77,445 lbs.; Glasgow, Scotland, 38,221 lbs.; Havana, Cuba, 7,042 lbs.; Hull, England, 248,733 lbs.; Leith, Scotland, 2,800 lbs.; Liverpool, England, 261,331 lbs.; London, England, 23,129 lbs.; Marseilles, France, 28,075 lbs.; Naples, Italy, 5,087 lbs.; Newcastle, England, 22,928 lbs.; Oran, Algeria, 2,582 lbs.; Rio de Janeiro, Brazil, 3,850 lbs.; Rotterdam, Holland, 146,928 lbs.; Southampton, England, 12,500 lbs.; Stockton, England, 12,881 lbs.; Sunderland, England, 12,556 lbs.

**HAMS.**—Antwerp, Belgium, 133,490 lbs.; Cienfuegos, Cuba, 16,587 lbs.; Demerara, British Guiana, 2,834 lbs.; Dominica, W. I., 1,394 lbs.; Glasgow, Scotland, 303,000 lbs.; Hamilton, Bermuda, 2,323 lbs.; Havana, Cuba, 9,724 lbs.; Hull, England, 141,861 lbs.; Kingston, W. I., 686 lbs.; Liverpool, England, 48,218 lbs.; London, England, 130,136 lbs.; Marseilles, France, 2,676 lbs.; Martinique, W. I., 5,766 lbs.; St. Thomas, W. I., 2,044 lbs.; Southampton, England, 48,415 lbs.; Surinam, Dutch Guiana, 17,657 lbs.

**LARD.**—Aberdeen, Scotland, 47,215 lbs.; Antwerp, Belgium, 410,597 lbs., 5 bbls.; Bremen, Germany, 210,400 lbs.; Buenaventura, Columbia, 25,237 lbs.; Catania, Sicily, 4,950 lbs.; Cayenne, French Guiana, 1,200 lbs.; Cienfuegos, Cuba, 230,570 lbs.; Colon, Panama, 2,200 lbs.; Danzig, Germany, 134,510 lbs.; Dominica, W. I., 7,272 lbs.; Genoa, Italy, 41,798 lbs.; Gibraltar, Spain, 14,000 lbs.; Glasgow, Scotland, 51,905 lbs.; Havana, Cuba, 1,980 lbs.; Hamburg, Germany, 871,153 lbs.; Hull, England, 326,170 lbs.; Iquique, Chile, 9,080 lbs.; Kingston, W. I., 25,400 lbs.; Koenigsberg, Germany, 11,000 lbs.; Liverpool, England, 92,298 lbs.; Leith, Scotland, 50,457 lbs.; London, England, 94,298 lbs.; Manchester, England, 233,592 lbs.; Marseilles, France, 28,100 lbs.; Martinique, W. I., 3,339 lbs.; Messina, Sicily, 17,640 lbs.; Naples, Italy, 5,500 lbs.; Newcastle, England, 79,800 lbs.; Palermo, Sicily, 18,179 lbs.; Puerto, Mexico, 3,100 lbs.; Rio de Janeiro, Brazil, 1,850 lbs.; Rotterdam, Holland, 312,049 lbs.; St. Thomas, W. I., 9,341 lbs.; Singapore, Strait Settlements, 16,666 lbs.; Southampton, England, 157,076 lbs.; Stettin, Germany, 426,

300 lbs.; Sunderland, England, 4,200 lbs.; Surinam, Dutch Guiana, 900 lbs.; Trieste, Austria, 16,500 lbs.

**PORK.**—Antwerp, Belgium, 10 tcs.; Demerara, British Guiana, 16 bbls.; Dominica, W. I., 122 bbls.; Hamilton, Bermuda, 9 1/2 bbls.; Martinique, W. I., 40 bbls.; St. Thomas, W. I., 34 bbls.; Surinam, Dutch Guiana, 95 bbls.

**SAUSAGE.**—Antwerp, Belgium, 518 pa.; Catania, Sicily, 25 pa.; Gibraltar, Spain, 125 pa.; Havre, France, 50 cs.; Marseilles, France, 351 bx.; Oran, Algeria, 25 cs.

#### MAY MEAT SUPPLIES.

The following is a summary of the official reports of receipts and slaughters of livestock for the month of May at the eight most important packing centers, with the total receipts and slaughters for the five months ending May 31, 1912, with comparative figures for the same periods in 1911 from the same points:

	Receipts, May, 1912.		
	Cattle.	Calves.	Hogs.
Chicago .....	197,014	69,939	629,999
Kansas City ..	94,947	6,823	233,360
Omaha .....	59,244	.....	303,311
St. Louis .....	54,569	.....	215,494
St. Joseph .....	28,674	2,473	177,460
Sioux City .....	35,728	2,055	199,030
St. Paul .....	20,681	14,249	93,791
.....	.....	.....	10,007
Tl. May, 1912..	491,757	95,539	1,862,445
Tl. May, 1911..	622,405	92,885	1,939,565

	Receipts, May, 1911.		
	Cattle.	Calves.	Hogs.
Chicago .....	245,788	66,199	634,762
Kansas City ..	133,601	8,397	355,660
Omaha .....	84,336	.....	256,497
St. Louis .....	74,377	.....	274,901
St. Joseph .....	35,925	2,467	175,666
Sioux City .....	28,329	1,738	154,428
St. Paul .....	20,049	14,084	87,651
.....	.....	.....	8,933
Tl. May, 1911..	622,405	92,885	1,939,565

	Receipts Five Months to May 31, 1912.		
	Cattle.	Calves.	Hogs.
Chicago .....	1,114,107	280,282	3,523,830
Kansas City ..	564,683	34,644	1,235,072
Omaha .....	380,561	.....	1,563,426
St. Louis .....	277,238	.....	1,189,844
St. Joseph .....	177,015	15,472	965,694
Sioux City .....	177,452	10,212	855,614
St. Paul .....	111,488	50,708	496,648
.....	.....	.....	121,900
Tl. 5 mos., '12.	802,544	391,345	9,830,128
Tl. 5 mos., '11.	3,040,384	384,895	4,656,337

	Receipts Five Months to May 31, 1911.		
	Cattle.	Calves.	Hogs.
Chicago .....	1,147,692	256,004	3,146,430
Kansas City ..	697,487	48,976	1,413,596
Omaha .....	425,859	.....	1,121,070
St. Louis .....	305,694	.....	1,226,548
St. Joseph .....	179,475	14,880	780,846
Sioux City .....	171,486	10,212	567,052
St. Paul .....	112,691	54,826	426,320
.....	.....	.....	87,751
Tl. 5 mos., '11.	3,040,384	384,895	8,681,862
.....	.....	.....	4,151,696

(Concluded on page 27.)

#### Slaughters, May, 1912.

Cattle. Calves. Hogs. Sheep.

Chicago ..... 127,965 69,322 488,461 291,937

Kansas City .. 68,063 6,801 227,784 142,654

.....

#### E. S. GRANT

#### Pork and Beef Products

LARD, TALLOW AND GREASES A SPECIALTY

25 Swift Building Cincinnati, O.

#### ARTHUR DYER

BROKER

Provisions and Cotton Oil

CASH AND FUTURES

438 Produce Exchange . New York

# TALLOW, STEARINE, GREASE and SOAP WEEKLY REVIEW

**TALLOW.**—The best explanation for the comparatively firm undertone which is being witnessed seems to be a belief that the cattle situation warrants the strength, particularly as feeding stuffs continue high. At all events, temporary lulls in the demand for tallow does not result in important price concessions and the accumulations which occur due to the indisposition of consumers to purchase at times, apparently are not burdensome. Business during the last week has not been active and seemingly confined mainly to the better grades although it could not be said that the lower grades acted disappointingly to those favoring higher levels.

There are elements in the situation which seem to be calling for caution, but the conservative attitude which is now manifested, not only in domestic quarters but also in foreign circles, is not new to the trade. At home, the presidential election is alluded to, although it must be said that there seems to be less uneasiness in regard to this. In fact, it has been intimated in financial quarters that business will not be materially affected and some interests are so confident that they are already predicting that, irrespective of the result of the election the new president will mark the beginning of an era of prosperity. The buoyancy of the stock market recently coincides to a certain extent with these assertions.

Foreign demand for tallow has been apathetic. Generally bids are a shade below a workable basis. South American tallows seem to be supplying the European demand to a significant extent. There was no auction sale at London this week as the result of the dockmen's strike and this feature following closely upon other labor disturbances and a political upheaval in Belgium are not counted upon to alter the cautious proceedings of foreigners in the matter of taking on supplies. Locally, prime city tallow was quoted at 6½c.; city standard, 6¾c. in hds., and country tallow, 5¾@6½c. nom. in tcs. as to quality.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**STEARINE.**—While the demand for oleostearine is reported as extremely slow and some interests maintain that it is difficult of sale, prices have not been lowered materially. The compound lard trade remains inactive and other users of oleostearine appear uninterested with the market quoted at 15½c. nominal.

**GREASE.**—The market was very quiet

again. Sales have continued small with manufacturers showing limited interest. Quotations: Yellow, 5¾@6½c.; bone, 5¾@6½c.; house, 5¾@6½c.; "B" and "A" white, nominal.

**GREASE STEARINE.**—The market is dull, with prices showing little or no change. Yellow, 6@6½c.; and white, 6¼@6½c.

**COCONUT OIL.**—Demand has been very quiet and prices have further weakened. The trading is slow and buyers are showing but little interest. Quotations: Cochin, 9¾@10c.; June-July arrival, 9¾@9¾c.; Ceylon, 8¾@9c.; shipment, 8¾@8¾c.

**PALM OIL.**—Further declines are quoted as a result of the dull demand. Trading is small and without feature. Quoted: Prime red spot, 6¾@6½c.; do. to arrive, 6¾c.; Lagos, spot, 6¾c.; to arrive, 6¾@6½c.; palm kernel, 8¾@8½c.; shipment, 8½c.

**CORN OIL.**—Prices are fairly steady on corn oils with a moderate volume of business reported. Prices are quoted at \$6.25@\$6.30 in car lots.

**SOYA BEAN OIL.**—Supplies are rather limited and the market holds steady, although the volume of trade is quiet. Spot is quoted at 6¾@6½c., while shipment oil is 6¾@6½c.

**NEATSFOOT OIL.**—The market is quiet and about steady. Supplies are moderate but demand is equally dull and sales are limited. Quotations: For 20 cold test, 95c.; 30 do., 85@88c.; 40 do., water white, 75@78c.; prime, 64c.; low grade off yellow, 61@62c.

**OLEO OIL.**—Further pressure has developed in the market and 1,000 tcs. were sold this week at 72 florins in Rotterdam. The offerings on the market while not heavy are in excess of the prevailing demand. Choice is quoted at 13c.; New York, medium, 10c.; Rotterdam, 72 florins.



## EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, June 5, 1912:

**BEEF.**—Antwerp, Belgium, 155 bbls.; Bremen, Germany, 25 bbls.; Demerara, British Guiana, 95 bbls.; Dominica, W. I., 133 bbls.; Glasgow, Scotland, 25 tcs.; Hamilton, Bermuda, 6 bbls.; Hull, England, 25 tcs.; Kingston, W. I., 5 tcs.; Lisbon, Portugal, 20 bbls.; Liverpool, England, 50 tcs.; London, England, 7 tcs.; Martinique, W. I., 67 bbls.; Rotterdam, Holland, 63 bbls.; St. Thomas, W. I., 8 bbls.; Surinam, Dutch Guiana, 336 bbls.; Trinidad, Island of, 15 bbls., 10 tcs.

**OLEO OIL.**—Antwerp, Belgium, 135 tcs.; Bergen, Norway, 75 tcs.; Constantinople, Turkey, 75 tcs.; Genoa, Italy, 25 tcs.; Hamburg, Germany, 25 tcs.; Havana, Cuba, 4 tcs.; London, England, 325 tcs.; Rotterdam, Holland, 850 tcs.; Salonica, Turkey, 50 tcs.

**OLEOMARGARINE.**—Buenaventura, Colombia, 2,250 lbs.; Demerara, British Guiana, 4,000 lbs.; Dominica, W. I., 23,725 lbs.; Havana, Cuba, 5,760 lbs.; Kingston, W. I., 6,400

lbs.; St. Thomas, W. I., 8,525 lbs.; Surinam, Dutch Guiana, 3,300 lbs.

**TALLOW.**—Buenaventura, Colombia, 10,286 lbs.; Hamburg, Germany, 66,060 lbs.; Havana, Cuba, 9,117 lbs.; Liverpool, England, 13,044 lbs.; London, England, 44,256 lbs.; Marseilles, France, 223,732 lbs.

**TONGUE.**—London, England, 100 pa.

**CANNED MEAT.**—Amsterdam, Holland, 50 cs.: Bangkok, Siam, 86 cs.; Buenaventura, Colombia, 41 cs.; Calcutta, India, 70 cs.; Colon, Panama, 7 pa.; Dominica, W. I., 51 cs.; Gibraltar, Spain, 10 pa.; Glasgow, Scotland, 1,539 cs.; Havana, Cuba, 10 cs.; Havre, France, 440 cs.; Hull, England, 375 cs.; London, England, 567 cs.; Southampton, England, 571 cs.; Surinam, Dutch Guiana, 54 cs.

## MAY MEAT SUPPLIES.

(Concluded from page 26.)

Omaha .....	40,101 .....	273,124	68,264
St. Louis .....	42,420 .....	150,149	62,094
St. Joseph .....	21,983 .....	157,290	34,351
Sioux City .....	12,053 .....	132,248	4,701
St. Paul .....	6,250 .....	73,841	8,062
Tl. May, 1912.	318,844	92,454	1,502,897
Tl. May, 1911.	410,567	84,210	1,611,187
			612,063
			722,024

## SLAUGHTERS, MAY, 1911.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	149,588	65,212	497,784	315,290
Kansas City ..	88,824	6,991	341,657	145,396
Omaha .....	66,391	.....	234,453	104,661
St. Louis .....	58,054	.....	184,877	91,681
St. Joseph .....	26,708	2,083	172,109	52,854
Sioux City .....	14,986	1,534	119,574	5,829
St. Paul .....	6,016	8,390	60,733	6,313
Tl. May, 1911.	410,567	84,210	1,611,187	722,024

## SLAUGHTERS FIVE MONTHS TO MAY 31, 1912.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	682,778	269,945	2,593,315	1,696,409
Kansas City ..	361,989	29,702	1,190,305	753,643
Omaha .....	261,197	.....	1,329,304	571,174
St. Louis .....	228,368	.....	783,759	330,196
St. Joseph .....	119,838	13,362	876,970	258,238
Sioux City .....	78,695	9,221	599,053	57,750
St. Paul .....	44,461	43,461	377,836	47,970
Tl. 5 mos., '12.	1,777,326	365,691	7,750,542	3,715,380
Tl. 5 mos., '11.	1,826,009	340,446	7,051,999	3,454,478

## SLAUGHTERS FIVE MONTHS TO MAY 31, 1911.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	644,138	248,177	2,354,665	1,513,120
Kansas City ..	410,605	35,710	1,351,339	701,412
Omaha .....	244,215	.....	1,024,660	539,760
St. Louis .....	233,265	.....	784,108	330,264
St. Joseph .....	114,508	12,913	768,611	279,460
Sioux City .....	50,157	9,202	462,984	47,432
St. Paul .....	40,121	34,444	305,632	43,081
Tl. 5 mos., '11.	2,826,009	340,446	7,051,999	3,454,478

## OCEAN FREIGHTS.

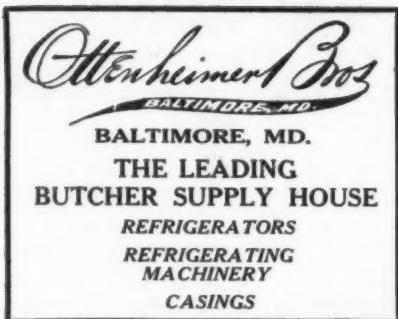
	Liverpool,	Glasgow,	Hamburg,
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce .....	17/6	20/	@26c.
Oil Cake .....	12/6	15c.	@19c.
Bacon .....	17/6	20/	@26c.
Lard, tierces .....	17/6	20/	@26c.
Cheese .....	25/	25/	@48c.
Canned meats .....	17/6	20/	@26c.
Butter .....	30/	30/	@48c.
Tallow .....	17/6	20/	@26c.
Pork, per barrel .....	17/6	20/	@26c.

# SOYA BEAN OIL

## AND ALL SOAP MATERIALS

WELCH, HOLME & CLARK CO.  
383 West St., New York

June 8, 1912.



### COTTON OIL CABLE MARKETS Hamburg.

(By Cable to The National Provisioner.)

Hamburg, June 7.—Market firm. Quotations: Choice summer white oil, 68 marks; butter oil, 68½ marks; summer yellow, 63 marks.

### Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, June 7.—Market steady. Quotations: Prime summer yellow, 38½ florins; choice summer white, 42 florins, and butter oil, 42 florins.

### Antwerp.

(By Cable to The National Provisioner.)

Antwerp, June 7.—Market easy. Quotations: Summer yellow, 77½ francs.

### Marseilles.

(By Cable to The National Provisioner.)

Marseilles, June 7.—Market nominal. Quotations: Prime summer yellow, 81 francs; prime winter yellow, 88 francs; choice summer white oil, 87 francs.

### Liverpool.

(By Cable to The National Provisioner.)

Liverpool, June 7.—Market barely steady. Quotations: Prime summer yellow, 31¼s.; summer yellow, 30½s.

### SOUTHERN MARKETS

#### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., June 6.—Crude cottonseed oil, 43c. bid, with only occasional tank selling.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 6.—Cottonseed oil market dull. Prime crude nominally 46c. Prime 8 per cent. meal steady at \$28 per short ton. Hulls dull at \$7@7.25 loose.

#### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., June 6.—Crude cottonseed oil, 43c., with very little doing. Meal \$26 and extremely dull. Hulls, \$6, Atlanta, loose.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 6.—Crude cottonseed oil easier at 43½c. bid, 44c. asked. Unsold lots small and scattering. Prime 8 per cent. meal unchanged; 7½ per cent. lower, \$28.50 per short ton, delivered, New Orleans. Hulls steady at \$7.50 loose, \$9 sacked. New Orleans.

# Louisville Cotton Oil Co. INCORPORATED.



Louisville Butter Oil.  
Progress Butter Oil.  
Progress Cooking Oil.  
Dead Choice White Cooking Oil.  
Royal Prime Summer Yellow.  
Acidy Summer White Soap Oil.

OFFICE AND REFINERY FLOYD & K STS.  
P.O. STATION "E" LOUISVILLE, KY.  
CABLE ADDRESS

"COTTONOIL" LOUISVILLE.  
CODES USED—"PRIVATE TWENTIETH CENTURY" A.B.C. 4<sup>th</sup> AND 5<sup>th</sup>  
EDITION, "WESTERN UNION" AND "LIEBERS"

ALSO FIRST IF NOT ONLY'

KEEP SMILING  
THESE BRANDS WILL KEEP YOU HAPPY

## LICENSED AND BONDED COTTON SEED OIL WAREHOUSE

IN UNITED STATES  
WRITE FOR FULL INFORMATION

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, June 5.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12%; 10@12 lbs. ave., 12%; 12@14 lbs. ave., 12½%; 14@16 lbs. ave., 12%; 18@20 lbs. ave., 12%@13c. Sweet pickled, 8@10 lbs. ave., 12c.; 10@12 lbs. ave., 11½%; 12@14 lbs. ave., 12½@13%; 14@16 lbs. ave., 11½@12%; 18@20 lbs. ave., 12½@13%; 18@20 lbs. ave., 12½@12½c.

Skinned Hams—Green, 14@16 lbs. ave., 14c.; 16@18 lbs. ave., 14½c.; 18@20 lbs. ave., 14½c.; 22@24 lbs. ave., 13½c. Sweet pickled, 14@16 lbs. ave., 13c.; 16@18 lbs. ave., 13c.; 18@20 lbs. ave., 13½c.; 22@24 lbs. ave., 12½c.

New York Shoulders—Green, 10@12 lbs. ave., 9½c. Sweet pickled, 10@12 lbs. ave., 9½c.

Picnic Hams—Green, 5@6 lbs. ave., 9c.; 6@8 lbs. ave., 8½c.; 8@10 lbs. ave., 8½c.; 10@12 lbs. ave., 8½c. Sweet pickled, 5@6 lbs. ave., 8½c.; 6@8 lbs. ave., 8½c.; 8@10 lbs. ave., 8½c.; 10@12 lbs. ave., 8½c.

Clear Bellies—Green, 6@8 lbs. ave., 14c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 11½c. Sweet pickled, 6@8 lbs. ave., 13½c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 11½c.; 12@14 lbs. ave., 11c.

### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Saturday, June 1, 1912, with comparative tables:

#### PORK, BBLs.

To—	Week ending June 1, 1912	Week ending May 30, 1911	From Nov. 1, '11 to June 1, 1912
United Kingdom...	255	345	15,262
Continent.....	144	232	9,990
So. & Cen. Am... So. & Cen. Am... So. & Cen. Am...	245	513	11,398

West Indies .....	1,304	1,051	33,963
Br. No. Am. Col. ....	569	202	14,544
Other countries ..	6	12	188
Total .....	2,323	2,355	85,345

#### MEATS, LBS.

United Kingdom...	8,076,894	6,758,800	202,614,462
Continent .....	472,550	1,168,975	30,392,305
So. & Cen. Am... So. & Cen. Am... So. & Cen. Am...	164,425	51,950	4,100,673
West Indies .....	274,475	203,025	9,900,075
Br. No. Am. Col. ....	12,400	.....	98,750
Other countries ..	7,575	12,000	258,325
Total .....	9,008,319	8,194,750	247,364,502

#### LARD, LBS.

United Kingdom...	8,358,000	6,435,560	171,501,007
Continent .....	2,137,940	6,144,173	167,073,800
So. & Cen. Am... So. & Cen. Am... So. & Cen. Am...	834,000	487,800	17,698,650
West Indies .....	558,200	653,525	32,354,075
Br. No. Am. Col. ....	6,735	2,962	741,271
Other countries ..	9,200	61,800	1,343,400
Total .....	11,935,075	13,785,820	390,602,203

### RECAPITULATION OF THE WEEK'S EXPORTS.

Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,253	2,857,125
Boston .....	50	1,852,194
Philadelphia .....	.....	26,000
Baltimore .....	.....	123,390
New Orleans ....	1,190	185,000
Montreal .....	.....	3,945,000
Mobile .....	.....	134,000
Total week .....	2,523	9,008,319
Previous week ..	2,119	5,433,425
Two weeks ago...	2,175	10,789,275
Cor. week last yr	2,355	8,194,750

### TOTAL WEEKLY EXPORTS.

Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,253	2,857,125
Boston .....	50	1,852,194
Philadelphia .....	.....	26,000
Baltimore .....	.....	123,390
New Orleans ....	1,190	185,000
Montreal .....	.....	3,945,000
Mobile .....	.....	134,000
Total week .....	2,523	9,008,319
Previous week ..	2,119	5,433,425
Two weeks ago...	2,175	10,789,275
Cor. week last yr	2,355	8,194,750

### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '11, to June 1, '12	Same time to June 1, '12	last year	Increase.
Pork, lbs. ....	17,069,000	14,267,600	2,801,400
Meats, lbs. ....	247,364,592	204,859,798	42,504,794
Lard, lbs. ....	390,802,203	346,984,971	43,817,232

<b>FAT-MEN</b>	ALL GRADES OF ANIMAL AND VEGETABLE FATS	<b>STERNE &amp; SON CO.</b> JUST BROKERS Postal Telegraph Building Chicago
STEARINES - OILS - TALLOW - GREASE -		FERTILIZER MATERIALS

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

**Prices Irregular—Moderate Speculative Liquidation Occurred—Consuming Demand is Still Slow—Lard Moves Irregularly and Exerts Only Passing Influence—Cotton Conditions Are Favorable—The Government Report Was Ignored.**

Most noteworthy in the dealings of the last week was the widening of differences which can be justly attributed to a desire on the part of several speculative holders of July to liquidate. In instances, later deliveries were purchased, indicative of the bull side not being totally abandoned, but also indicating that the scarcity of supplies freely predicted several weeks ago has not materialized as yet. There was a certain amount of irregularity, however, in price movements with occasional spurts of activity and bullishness manifested, but no pronounced buying movement occurred so that the higher levels met increased offerings without materially altering the bearish run of opinions.

The market still seems to be in a waiting position and as developments of the week were mainly routine, little radical change occurred. The pessimism expressed seems to be mainly due to belief that there is a speculative long account still to be liquidated, rather than based on the theory that season-end supplies will be weighty. The unanimity of opinion is that the decline in oil values of about  $\frac{1}{4}$ c. per lb. has not sufficed to inspire a renewal of buying by consumers, but an improvement in this respect is not altogether unexpected as users of oil are gradually consuming pre-

vious heavy purchases. Judging by advices to hand the foreign situation is quite similar to that prevailing in this country and being rather sympathetic, a betterment on one side or the other might easily lead to a material expansion in the demand.

Pure lard at the West still displays remarkable steadiness which, however, has only served to bring forth more emphatic assertions of unusual methods being resorted to, to maintain values, but withal even admitting of prices at the West being forcibly sustained, unless there is a sharp break, which has oftentimes been predicted, but has failed of materialization, the stability of Western lard values is surely not an adverse influence to the demand for cottonseed oil. If, on the other hand, consumers of cottonseed oil decide to adhere to their conservative attitude and purchase in only small quantities at a time, it will probably take several weeks more for an acute situation to develop; that is to ascertain whether or not bulls on the oil market are correct in their assumption of the previous large inquiry for cottonseed, both from at home and abroad, having resulted in a more rapid assimilation of supplies and, therefore, less unsold oil than generally supposed.

Due to the absence of tension in the supply and demand situation as of today, it is not astonishing but that speculative operations, in spite of the fact that they have subsided materially, are receiving a great deal of attention. During the week much interest was focused on the tendency of the premium of September oil to widen, as compared with July, which superficially suggests that even at

this early date, certain longs seem more anxious to liquidate their contracts than shorts were to cover. Fair tenders during the early part of July would not be unexpected, although, as repeatedly stated, the quantity will depend upon the consuming demand for oil in the interim, the fluctuations of lard and cotton, the latter reflecting development of the new crop.

Meanwhile, it is conceded that the tendency of differences to expand is not being antagonized by refiners, who, having tank facilities, etc., are in a position to profitably purchase July against the sale of September on differences of about 25 to 30 points. It has been intimated, however, that these concerns are confident of a further spreading, although in the event of a 30-point basis being established, it would not be surprising to note fair absorption of the July by refiners against sales of the later deliveries. Outside interests, however (forced to utilize public stores to hold the oil), will not take advantage of the large differences as an investment, according to most authorities. Of course, if the spread should widen to about 40 points, which is not thought likely, although not unprecedented, a material change may be brought about, but it is a fact that during the summer season, due to leakage charges, etc., there is aversion toward storing oil, especially this season, as there seems to be a great deal of oil which is just about grading prime. The chances are that liquidation in July will be completed at a comparatively early date.

The progress of the cotton plant continues exceptionally good. Over practically all sec-

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San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

# KENTUCKY REFINING COMPANY

INCORPORATED 1885



## COTTON SEED OIL

Refinery and General Office: LOUISVILLE, KY.

tions of the belt, optimistic crop advices are being received and resulting from the intermittent moisture and seasonable temperatures, the stands of the plants are stated to be satisfactory. This is despite the backward season and reduced spread of fertilizer. Scattered localities have not been visited by moisture recently but it is the opinion in conservative circles that there is still ample time for rain, the sections being most in need being parts of Oklahoma and scattered areas in North and Central Texas. If moisture should be received in those territories, many assert that the situation over the South would be ideal. The government report issued during the week had but a minimum of influence on cotton or cottonseed oil interests. The condition of 78.9 compared with a ten-year average of 81.5 but as there has been remarkable improvement since May 25, or the average date of the government data, allowance has to be made for the discrepancy between the figures given and the ten-year average. Last year the condition was 87.8 and two years ago 82. No official acreage figures will be given until early in July and on this account there was little inclination to theoretically ascertain the ultimate yield, particularly as a June report is never a significant or convincing basis, while the backward season in many parts of the belt has undoubtedly been misleading. Private estimates concerning the acreage still suggest a curtailment of from 5 to 10 per cent.

Closing prices, Saturday, June 1, 1912.—Spot, \$6.65@6.90; June, \$6.73@6.85; July, \$6.85@6.86; August, \$6.95@6.96; September, \$7@7.02; October, \$6.93@6.95; November, \$6.53@6.54; December, \$6.42@6.45. Futures closed 5 decline to 3 advance. Sales were: July, 200, \$6.85@6.83; August, 100, \$6.92; September, 2,300, \$7.01@6.97; October, 1,500, \$6.94@6.90; November, 300, \$6.53@6.52. Total sales, 4,400 bbls. Good off, \$6.49@6.75; off, \$6.50@6.60; reddish off, \$6.37@6.45; winter, \$7@7.57; summer, \$6.90@7.29; prime crude S. E., \$5.67; prime crude, Valley, \$6; prime crude, Texans, \$6.

## COTTON OIL

Contracts for the purchase and sale of Cotton Oil for future delivery executed on the New York Produce Exchange . . .

**ELBERT & COMPANY**  
Produce Exchange Building, New York

Closing prices, Monday, June 3, 1912.—Spot, \$6.85@7.25; June, \$6.90@6.95; July, \$7.06@7.08; August, \$7.13@7.14; September, \$7.20@7.21; October, \$7.16@7.17; November, \$6.60@6.75; December, \$6.60@6.69. Futures closed 12 to 23 advance. Sales were: July, 3,400, \$7.10@6.90; August, 1,600, \$7.17@7.02; September, 7,400, \$7.25@7.07; October, 500, \$7.15@7.05; December, 900, \$6.58@6.57. Total sales, 13,800 bbls. Good off, \$6.65@6.90; off, \$6.65@6.90; reddish off, \$6.55@6.85; winter, \$7@6.80; summer, \$7.25@6.80; prime crude S. E., \$5.67. Prime crude valley and Texas, nom.

Closing prices, Tuesday, June 4, 1912.—Spot, \$6.80@7.17; June, \$6.83@6.92; July, \$6.94@6.96; August, \$7.04@7.07; September, \$7.15@7.17; October, \$7.13@7.15; November, \$6.68@6.73; December, \$6.61@6.62. Futures closed 12 decline to 2 advance. Sales were: July, 5,000, \$6.99@6.90; August, 3,200, \$7.09@7.02; September, 4,100, \$7.17@7.10; October, 1,200, \$7.13@7.10; December, 200, \$6.64@6.61. Total sales, 13,700 bbls. Good off, \$6.55@6.85; off, \$6.55@6.56; reddish off, \$6.40@6.45; winter, \$7@7.65; summer, \$7.25@7.50; prime crude S. E., \$5.67. Prime crude valley and Texas, nom.

Closing prices, Wednesday, June 5, 1912.—Spot, \$6.50; June, \$6.70@6.78; July, \$6.85@6.86; August, \$7@7.02; September, \$7.11@7.13; October, \$7.08@7.10; November, \$6.68@6.73; December, \$6.62@6.65. Futures closed 13 decline to 1 advance. Sales were: July, 2,400, \$6.92@6.84; August, 100, \$7.01; September, 1,800, \$7.17@7.10; October, 600, \$7.13@7.08; December, 600, \$6.63@6.62. Total sales, 5,500 bbls. Good off, \$6.40@6.68; off, \$6.40@6.66; reddish off, \$6.30@6.62; winter, \$6.80@7; summer, \$7@7.60. Prime crude S. E., valley and Texas, nom.

Closing prices, Thursday, June 6, 1912.—Spot, \$6.70@7; June, \$6.75@6.86; July, \$6.92@6.94; August, \$7.05@7.07; September, \$7.18@7.20; October, \$7.14@7.16; November, \$6.72@6.75; December, \$6.63@6.66; January, \$6.60@6.70. Futures closed at 5 to 7 ad-

vance. Sales were: June, 100, \$6.80; July, 1,800, \$6.95@6.90; August, 1,300, \$7.09@7.03; September, 7,300, \$7.21@7.13; October, 1,400, \$7.16@7.12. Total sales, 12,400 bbls. Good off, \$6.58@6.75; off, \$6.25@6.58; reddish off, \$6@6.36; winter, \$6.90; summer, \$7@7.80. Prime crude S. E., valley and Texas, nom.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to June 5, 1912, for the period since September 1, 1911, and for the same period a year ago, were as follows:

From New York.

Ports.	For week.	Since Sept. 1, 1911.	Same period, 1910-11.
Aalesund, Norway	—	102	—
Aarhus, Denmark	—	25	—
Aberdeen, Scotland	—	453	325
Acajutla, Salvador	—	238	171
Accra, W. Africa	—	160	—
Addah Gold Coast Colony, N. W. Africa	—	6	—
Alexandretta, Syria	105	18	—
Alexandria, Egypt	—	5,060	1,288
Algiers, Algeria	—	423	147
Algoa Bay, Cape Colony	—	500	127
Amapola, Honduras	—	23	12
Amsterdam, Holland	—	658	—
Ancona, Italy	76	2,950	1,720
Antigua, W. I.	—	30	154
Antilla, W. I.	—	50	—
Antofagasta, Chile	—	35	17
Antwerp, Belgium	—	6,948	3,097
Arendal, Norway	—	50	—
Arica, Chile	—	168	228
Asuncion, Venezuela	—	17	21
Auckland, N. Z.	—	804	152
Aux Cayes, Haiti	—	4	17
Azua, W. I.	—	244	417
Bahia, Brazil	—	409	509

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NEW YORK CITY

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## COTTON SEED OIL

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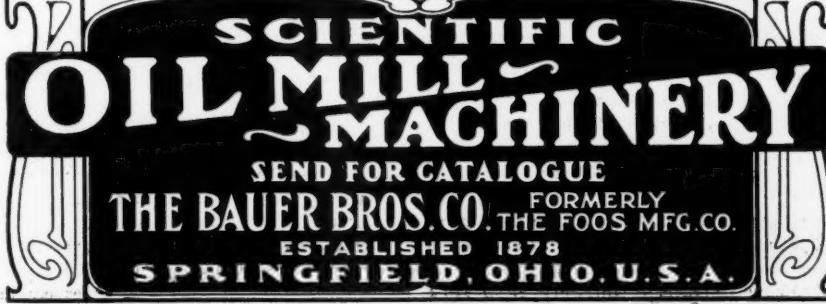
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OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.

Bahia Blanca, A. R.	172	111	Macoris, S. D.	601	1,997	Surinam, Dutch Guiana	13	1,011	46
Barbados, W. I.	671	979	Malmö, Sweden	474	115	Sydney, Australia	10	4,136	272
Bari, Italy	161	—	Malta, Island of	2,962	3,261	Syracuse, Sicily	—	—	60
Beira, E. Africa	435	61	Manchester, England	61	4,460	Tampico, Mexico	—	—	21
Beirut, Syria	24	543	Manila, P. I.	—	9	Tanger, Morocco	—	—	6
Belfast, Ireland	—	50	Maracaibo, Venezuela	—	9	Tonsberg, Norway	—	—	159
Belgrade, Servia	—	50	Marselles, France	24,603	14,752	Trebižond, Armenia	—	—	20
Bergen, Norway	179	2,117	Martinique, W. I.	125	4,141	Trieste, Austria	958	20,681	5,739
Birkenhead, England	—	100	Masawa, Arabia	—	—	Trinidad, Island of	—	—	331
Bordeaux, France	—	1,830	Matazanas, W. I.	72	102	Tripoli, Tripoli	—	—	401
Braila, Romania	700	1,335	Mauritius, W. I.	—	—	Tunacaro, Colombia	—	—	10
Bremen, Germany	—	1,007	Melbourne, Australia	12	323	Tunis, Algeria	—	—	50
Bristol, England	—	50	Mersina, Turkey	—	71	Valetta; Malta-Island	—	—	88
Buenos Aires, A. R.	205	20,948	Monrovia, Africa	—	—	Valparaíso, Chile	—	—	721
Bukharest, Roumania	—	450	Montego Bay, W. I.	—	—	Varna, Bulgaria	—	—	425
Calabar, Cuba	—	0	Monte Cristi, San Dom.	—	—	Venice, Italy	60	37,940	23,125
Cairo, Egypt	465	14	Montevideo, Uruguay	953	9,048	Vera Cruz, Mexico	—	—	296
Camaguey	—	24	Naples, Italy	116	6,880	Wellington, N. Z.	—	—	486
Cape Haytian	—	9	Newcastle, England	—	213	Yokohama, Japan	—	—	213
Cape Town, Africa	1,671	3,433	Nuevitas, Cuba	—	19	Zanzibar, Zanzibar	—	—	33
Cardenas, Cuba	—	14	Nipe, Cuba	—	10	Total	5,468	410,721	282,633
Cartagena, Colombia	—	7	Norrköping, Sweden	—	—	From New Orleans.	—	—	8,529
Carupano, Venezuela	—	10	Odessa, Russia	—	—	Antwerp, Belgium	—	—	62
Casablanca, Venezuela	290	—	Oran, Algeria	1,926	264	Barcelona, Spain	—	—	275
Cavella	23	—	Panama, Panama	—	6	Belfast, Ireland	—	—	125
Cayenne, Fr. Guiana	558	1,125	Panderman, Asia	610	—	Bremen, Germany	—	—	670
Ceara, Brazil	19	151	Para, Brazil	44	6	Bristol, England	—	—	50
Christiania, Norway	51	5,968	Paramaribo, Dutch Guiana	45	3	Christiania, Norway	—	—	1,160
Christiansund, Norway	—	100	Pasto, Colombia	7	—	Colon, Panama	—	—	13,425
Cienfuegos, Cuba	17	187	Patras, Greece	325	—	Copenhagen, Denmark	—	—	50
Ciudad Bolívar, Venezuela	—	5	Pernambuco, Brazil	19	—	Cristobal, Panama	—	—	62
Colon, Panama	—	1,941	Phillipville, Algeria	—	—	Dunkirk, France	—	—	500
Constantinople, Turkey	240	14,231	Piraeus, Greece	45	225	Genoa, Italy	—	—	200
Constanta, Roumania	—	100	Plantation	5	—	Glasgow, Scotland	—	—	188
Copenhagen, Denmark	26	8,143	Port Antonio, W. I.	94	116	Gothenberg, Sweden	160	2,065	1,405
Corinto, Nicaragua	—	73	Port au Prince, W. I.	379	244	Hamburg, Germany	—	—	750
Cork, Ireland	—	400	Port Barrios, C. A.	59	23	Havre, France	—	—	4,000
Corral	207	—	Port Limon, C. R.	240	570	Hull, England	—	—	3,915
Cristobal, Panama	321	—	Port Maria, W. I.	—	—	Kingston, W. I.	—	—	1,515
Cucuta, Colombia	13	—	Port Natal	8	—	Liverpool, England	—	—	100
Curacao, Leeward Islands	92	58	Port of Spain, W. I.	11	75	London, England	—	—	23,587
Dansig, Germany	30	—	Port Said, Egypt	500	431	Manchester, England	—	—	3,096
Dedegatçeh, Turkey	1,740	933	Porto Cortez, Honduras	7	—	Manzanillo, Cuba	—	—	8,087
Delagon Bay, Africa	212	426	Preston, England	25	—	Marseilles, France	—	—	2,971
Demerara, Br. Guiana	41	2,138	Progreso, Mexico	40	68	Port Limon, C. R.	—	—	1,250
Dominica, W. I.	31	93	Puerto Mexico	150	—	Porto Rico	—	—	33
Drontheim, Norway	—	210	Puerto Plata, S. D.	621	289	Progresso, Mexico	—	—	5,800
Dublin, Ireland	—	3,199	Punta Arenas, C. R.	469	4	Rotterdam, Holland	—	—	1,600
Dunedlin, N. Z.	9	61	Ravenna, Italy	112	2,058	Stavanger, Norway	—	—	60
Dunkirk, France	—	250	Rio Janeiro, Brazil	84	3,622	Tampico, Mexico	—	—	158
Falmouth, W. I.	—	7	Rodosta, A. R.	735	325	Total	2,570	245,077	65,060
Flume, Austria	925	300	Rosario, A. R.	666	19	From Galveston.	—	—	—
Fredericksdal, Norway	105	—	Rotterdam, Holland	47,316	22,819	Antwerp, Belgium	—	—	—
Fremantle, Australia	—	9	St. Croix, W. I.	5	12	Bremen, Germany	155	1,367	—
Galatz, Roumania	51	6,695	St. Johns, N. F.	154	86	Genoa, Italy	—	—	50
Gallipoli, Turkey	—	4,475	St. Kitts, W. I.	106	139	Hamburg, Germany	—	—	—
Gibraltar, Spain	150	130	St. Thomas, W. I.	4	33	Havana, Cuba	—	—	320
Glasgow, Scotland	—	1,920	Salonica, Turkey	4,660	3,268	Porto Rico	—	—	300
Gonalves, Haiti	—	4	San Domingo, S. D.	1,468	47	Stavanger, Norway	—	—	500
Gothenburg, Sweden	2,308	1,175	Santiago, Cuba	735	869	Total	475	21,505	7,902
Grand Papo	76	—	Santiago, Chile	68	—	From Galveston.	—	—	—
Grenada, W. I.	83	7	Santon, Brazil	1,280	133	Antwerp, Belgium	—	—	—
Guadalupe, W. I.	—	2,642	Savanna, Colombia	9	4	Bremen, Germany	—	—	—
Guantanamo, Cuba	39	30	Sekondi, Africa	—	—	Genoa, Italy	—	—	—
Guayaquil, Ecuador	—	9	Serena, Chile	20	—	Hamburg, Germany	—	—	—
Guaymas, Mexico	132	—	Smyrna, Turkey	2,057	4,165	Havana, Cuba	—	—	—
Hamburg, Germany	3,132	2,660	Southampton, England	130	1,603	Manchester, England	—	—	500
Havre, France	856	2,778	Stavanger, Norway	—	25	Puerto Rico	—	—	300
Havana, Cuba	354	9,641	Stettin, Germany	—	1,005	Rotterdam, Holland	—	—	200
Havre, France	100	—	Stockholm, Sweden	—	677	Vera Cruz, Mexico	—	—	9,950
Helsingborg, Sweden	40	53	Total	—	700	Vera Cruz, Mexico	—	—	6,902
Helsingfors, Finland	—	—		—	—		—	—	—
Horsens, Denmark	75	—		—	—		—	—	—
Hull, England	732	—		—	—		—	—	—
Iquique, Chile	94	361		—	—		—	—	—
Jacmel, Haiti	4	32		—	—		—	—	—
Jamaica, W. I.	—	11		—	—		—	—	—
Jeremie, Haiti	4	—		—	—		—	—	—
Kavalya, Turkey	—	25		—	—		—	—	—
Kingston, W. I.	76	3,075		—	—		—	—	—
Kobe, Japan	6	—		—	—		—	—	—
Koenigsberg, Germany	145	—		—	—		—	—	—
Kustendil, Roumania	2,950	3,125		—	—		—	—	—
Lagos, Nigeria	66	—		—	—		—	—	—
La Guaira, Venezuela	22	19		—	—		—	—	—
La Libertad, Salvador	4	—		—	—		—	—	—
La Paz, A. R.	—	30		—	—		—	—	—
La Plata, A. R.	101	43		—	—		—	—	—
La Union, Salvador	6	—		—	—		—	—	—
Leghorn, Italy	25	7,201		—	—		—	—	—
Leipzig, Germany	38	—		—	—		—	—	—
Leith, Scotland	25	100		—	—		—	—	—
Limon, C. B.	—	351		—	—		—	—	—
Liverpool, England	145	30,787		—	—		—	—	—
Loanda, Portuguese W. Africa	5	—		—	—		—	—	—
London, England	153	7,722		—	—		—	—	—
Lyttelton, N. Z.	—	54		—	—		—	—	—



June 8, 1912.

**From Baltimore.**

Antwerp, Belgium	—	2,200	—
Bremen, Germany	—	55	—
Emmerhaven, Germany	—	180	—
Constanta, Roumania	—	50	—
Constantinople, Turkey	—	775	—
Hamburg, Germany	—	3,126	1,770
Havre, France	—	275	—
Liverpool, England	—	150	100
London, England	—	255	130
Malta, Island of	—	425	—
Rotterdam, Holland	—	955	200
Total	—	8,171	2,495

From Philadelphia.	—	—	—
Genoa, Italy	—	10	—
Hamburg, Germany	—	440	379
Liverpool, England	—	3,283	—
Rotterdam, Holland	—	435	—
Total	—	4,168	379

From Savannah.	—	—	—
Antwerp, Belgium	—	1,983	1,265

**NEW OFFICIALS OF THE NEW YORK PRODUCE EXCHANGE**

At the annual election of the New York Produce Exchange, on June 3, the regular ticket, to which there was no opposition, was chosen. The cottonseed oil and provision trades fare well in the new officers, who are: President, John Aspegren; vice-president, J. Ward Warner; treasurer, Edward C. Rice; managers for two years are Arthur Dyer, Walter B. Pollock, of the N. Y. C. & H. R. R. R.; E. G. Broenniman, A.

of his time after boyhood up to his arrival in America in pursuit of studies at various European universities. He graduated from the Swedish University at Lund in 1895 and then took courses in various universities in Germany, France, Belgium, Holland, Spain, England and Scandinavia. He became a linguist and speaks fluently the tongues of the various countries in which he studied.

Upon arrival in this country he quickly saw the opportunities offered by the growing trade in cottonseed oil and with his brother, Adolf, started the firm of Aspegren & Co. in New York and Aspegren & Sanchez Co. in New Orleans two years later. The latter concern, with the development of the business, was changed in 1909 to the Gulf and

his branch of that industry and is well known throughout this section of the country. He was for many years with Fowler Brothers and later formed the firm of Wessels & Dyer, and recently went into business for himself. He is president of the Laurel Rubber Company, Garfield, N. J.; president of the Passaic and Delawanna Realty Company, Delawanna, N. J., and president of the Allwood Manor, Allwood, N. J.

Jerome Lewine, of Henry Hentz & Com-



JOHN ASPEGREN, Aspegren & Co.  
President-elect New York Produce Exchange.

Macay Pentz, of Sanderson & Son; Edward T. Cushing, of Cushing & Brand, and Jerome Lewine, of Henry Hentz & Co. For trustee of Gratuity Fund, to serve a full term of three years, Edward G. Burgess.

It was a foregone conclusion when John Aspegren consented to take the office that he would be unanimously chosen as his work as vice-president had been so highly efficient and had met with such wide approval as to make a continuance of his services in behalf of the Exchange most desirable. Mr. Aspegren is the youngest man who has ever been elected to this important office, but the honor is a deserved one. He has been a "live-wire" ever since he arrived in this country thirteen years ago. He was born in Malmo, Sweden, in 1876, and spent most



ARTHUR DYER, Provision Broker.  
Elected Manager New York Produce Exchange.

Valley Cotton Oil Company and operates cotton oil refineries in New Orleans. Mr. Aspegren started the Portsmouth Cotton Oil Refinery Corporation in 1906 at Portsmouth, Va., and the Virginia Tank Car Corporation in 1911.

His activities on the New York Produce Exchange are too well known to need comment, it being sufficient to say that he is the father of future trading in cottonseed oil and under his leadership, from a small group of two or three enthusiasts, it has grown to be one of the most prominent posts on the floor where transactions of more than a million dollars a day are frequent.

Mr. Aspegren is first vice-president of the Swedish Chamber of Commerce in New York, chairman of the New York Arbitration Committee of the Inter-State Cotton Seed Crushers' Association and member of its governing board, etc.

Arthur Dyer, who was elected manager for two years, was born and brought up in the provision business, is one of the leaders in



JEROME LEWINE, of H. Hentz & Co.  
Elected Manager New York Produce Exchange.

pany, was also elected a manager for two years. Mr. Lewine has been connected for the past twelve years with Hentz & Company, one of the oldest cotton houses in the United States. He became a member of the Produce Exchange in 1903 and has been active, particularly in cotton oil circles since 1906. He is also a member of the New York Coffee Exchange. He is a well-informed and progressive man who believes firmly in the bright future of the cotton oil market.

There are good opportunities open for bright men who keep watch of the items on page 48 of The National Provisioner each week. Employers who want good men state their needs on that page as occasion demands. Maybe your chance is there today! Watch for it.

# HIDES AND SKINS

DAILY HIDE AND LEATHER MARKET

## Chicago.

**PACKER HIDES.**—There is continued strength manifested in native stock, but with branded hides not commanding much interest for heavy steers, the only late trading in these being the sale of Colorados reported yesterday. Back salting hides are not wanted, including March natives and bulls previous to June takeoff, but such sales as have been formerly effected, even in these, have been at record prices. Packers are evidently ready sellers at present high levels, but it cannot be said that this detracts at all from the strength ruling, and the statistical position was never any firmer. Native steers are firm, with May salting unchanged at  $17\frac{1}{4}$ @ $17\frac{1}{2}$ c., the outside price for lighter average points asked, and judging by the activity of the market for light native cows it looks as though packers might get their price for steers. The packer last selling the first three weeks of May at  $17\frac{1}{4}$ c. demands  $17\frac{1}{2}$ c. for the remainder. Outside of the one block of Junes selling formerly at  $17\frac{1}{4}$ c. no other sales of these at this figure later developed, but with that price asked. Some accumulations of March are slow of sales at  $15\frac{1}{4}$ c. Texas steers are held at 17c. for May heavies, but the large buyer has been keeping out, which keeps other tanners from making purchases, although as yet stocks are not accumulating to much extent. There are some independent tanners who usually buy a supply of May, June, July and August Texas steers to carry them through until the following May. There has been a fair demand for light and extreme Texas, but the slaughter of Texas cattle is showing an increase at Southwestern points, and tanners are more inclined to buy only as needed. Lights continue quotable at  $16\frac{1}{4}$ c., and extremes at  $15\frac{1}{4}$ c., which were last sales rates. Butt brands continue featureless, with last sales at 16c., and not over that price quotable. Colorados have been the only variety of late to receive tanners' interest, and the five cars of late May and June noted as selling yesterday probably brought  $15\frac{1}{4}$ c. Branded cows are still in small supply and firm. Last confirmed trading was at  $15\frac{1}{2}$ c., although bids have at times been declined at this with some talking  $15\frac{1}{4}$ @ $16$ c. Native cows are the active variety, as evidenced by late trading involving good-sized quantities of June lights at  $16\frac{1}{4}$ c. Former sales of June heavies were at  $16\frac{1}{4}$ c., followed by later business at  $16\frac{1}{2}$ c., as previously given, and bids of  $16\frac{1}{4}$ c. are declined for more Junes. One packer recently sold two cars of March, April and May heavies at 16c. Native bulls are unchanged. One packer declined 14c. for September, October, November and December ahead, as formerly noted, and this was the packer who previously sold May, June, July and August at that figure. Salting previous to June, running back to February 1, are slow at 13c. asked. Branded bulls are only steady at  $11\frac{1}{4}$ c. up to 12c. talked as to salting, etc.

**Later.**—There is a prospective smaller supply of June native steers at Southwestern points, and more all weight Texas steers are expected this month. There is a small supply of all weight native cows unsold, and one packer is now holding June light weights up to  $16\frac{1}{4}$ c., following recent trading at  $16\frac{1}{2}$ c.

**Later.**—Rumored a car of Ft. Worth heavy Texas steers sold at 17c., May salting, to a small tanner. Prospective small demand for

beef owing to high prices of cattle are said to likely cause an advance in leather.

**COUNTRY HIDES.**—The dealers are not offering short-haired selections ahead for July delivery, but have been selling current lots at late prices. It is claimed some "tanning packers" are showing more interest in country hides. Local tanners are paying  $14\frac{1}{2}$ c. for extremes and  $13\frac{1}{2}$ c. for buffs. The market on the whole is steady and unchanged. Buffs continue at  $13\frac{1}{2}$ c., as based on late trading for current lots, and dealers will not offer shorter haired lots for next month's delivery. No. 2s last brought  $12\frac{1}{2}$ c. Heavy cows are in the same position as buffs and quotably the same. No. 2s last sold at  $12\frac{1}{2}$ c. Extremes range  $14\frac{1}{4}$ @ $14\frac{1}{2}$ c., with lots running large percentage seconds, and long and medium haired slow. Local tanners pay the outside price for less than carloads. Heavy steers have sold regularly at  $13\frac{1}{2}$ c. for country lots. City butchers, etc.,  $13\frac{1}{4}$ @ $14$ c. Bulls continue at  $11\frac{1}{4}$ c. last paid for all weights, and light average held  $11\frac{1}{4}$ c. up to 12c. Branded hides are steady but inactive again. Ordinary country lots last sold at  $12\frac{1}{4}$ c. flat.

**HORSE HIDES.**—Mixed lots continue at \$4.10@4.15, with local tanners reported to be paying \$4.25 for good lots, and even up to \$4.50 for straight cities having no freight.

**CALFSKINS.**—Chicago cities are not saleable at asking prices, with very best straight Chicago cities out of clean fresh salt talked up to 21c., and other asking figures around  $20\frac{1}{2}$ c. The market is slow apparently at over 20c., and some Eastern bids this week have been under this figure, but no sales are noted as yet. Straight outside cities last sold at 20c., ranging down to  $19\frac{1}{2}$ c. for mixed lots, and some outsides mixed with good countries and a few Chicago cities are held at  $19\frac{1}{4}$ c. on a veal selection. Countries, as to section, etc., range  $18\frac{1}{2}$ @ $19\frac{1}{4}$ c. Mixed country and outside city kips are steady at  $15\frac{1}{2}$ c. One packer offers May-June skins at 22c., and kips at 16c., and a packer declined 21c. for June to January skins, asking 22c. firm. While the present demand is backward, supplies are not large of any kinds.

**Later.**—There is a report that Chicago cities sold down to  $19\frac{1}{2}$ c., but if so these were likely not best dealers' very choice straight cities out of clean new salt. A car of outside cities, including good countries, and some few Chicago cities, sold at  $19\frac{1}{2}$ c., which was the last price secured, but  $19\frac{1}{4}$ c. was asked, the lot selling on a choice veal selection.

**SHEEPSKINS.**—Packer shearlings are bringing 40@50c. short wool, and up to 55@60c. where short wool under one-half inch is kept back. Clips are bringing 20@30c.

## New York.

**DRY HIDES.**—Common varieties continue steady, with a regular demand from the large operator, and the former holdings of Bogotas, amounting to about 4,905 ex-steamer "Almirante" and "Altai," sold on the unchanged basis of 25c. for mountains. There was an additional arrival of 3,097 per S. S. "Thames," which vessel also brought 220 Central, etc., and the stock now on hand is made up chiefly of these, comprising but about 400 Centrals and 3,500 Bogotas, etc. During the week there were 1,000 Centrals exported to Europe, also 600 Bogotas. Cables from the River Plate today note that shippers are soliciting bids for winter-haired Cordovas, Montevideos, etc., held at high prices. Reports from Germany are to the effect that Bahias (Brazils) are bringing up to the equivalent of  $24\frac{1}{2}$ c., which is  $\frac{1}{2}$ c. rise.

**WET SALTED HIDES.**—At the weekly sales of Sansineras, 4,000 sold for New York at  $16\frac{1}{2}$ c., including commissions, and 2,000 cows brought  $15\frac{1}{4}$ c., the latter going to Europe. The S. S. "Hyantes" brought 40,857 wet salted from Buenos Ayres, 12.954

dry and 4,370 dry kips, and from Rosario 17,046 wet salted and 1,000 wet salted kips. Recent arrivals of coast Mexicans, amounting to about 2,500, and it is understood prices ranged  $13\frac{3}{4}$ @ $14$ c. for these.

**CITY PACKER HIDES.**—It is reported that local packers have declined some bids up to  $20\frac{1}{2}$ c. for further lots of June to January spready steers, but there are no sales reported of regular packers, and the local market is quiet. Tanners here claim branded hides show an easier tendency. A car of May salting outside all weight bulls is reported sold at 13c.

**COUNTRY HIDES.**—Trading keeps quiet, but there is no change. Offerings of New York State hides are limited, with quotations continued of  $12\frac{1}{2}$ c. flat for carloads, and  $12\frac{1}{2}$ c. flat last paid for small lots. Some dealers ask 13c. flat for straight carloads of late receipts. Canadian cows are quotable at the same figures, with no recent sales here. Pennsylvania buffs last sold at  $13\frac{1}{2}$ c. selected, running somewhat back in salting, and all late receipt short-haired are held in some quarters at  $13\frac{3}{4}$ c., also Middle West buffs, such as Ohio, Indiana, Michigan, etc. Bulls continue quiet here, although there have been several offerings of late.

**CALFSKINS.**—The feeling of late has been slightly easier, as tanners are holding back at top prices. New York cities continue to be offered at \$1.75, \$2.20 and \$2.60, but are not taken. Two cars of outside cities were purchased a while ago at \$1.55, \$2.05 and \$2.40, of which one car has been delivered, and the seller now offers to deliver two cars more, or an extra car, at the same figures, which the tanner takes as an indication of a somewhat easier feeling. Other lots of outside cities are ranged \$1.60@1.63, \$2.05@2.10 and \$2.40@2.45, with countries \$1.55@1.60, \$1.95@2.05 and \$2.25@2.35.

## Boston.

Western hides firm, with demand light and small offerings. Tanners are unwilling to pay present asking rates, in some instances  $13\frac{3}{4}$ c. up to 14c., but those figures are unobtainable, and the market ranges not over  $13\frac{1}{2}$ c. on actual sales, with extremes  $14\frac{1}{2}$ c. Southern, all weights,  $12\frac{1}{4}$ @ $12\frac{3}{4}$ c. flat.

## STOCKS OF PROVISIONS.

The official figures of stocks of provisions at the leading centers at the end of May show an increase in pork of some 7,000 barrels over a month ago and more than 30,000 barrels over May 31, 1911. Similar increases are noted in lard stocks. Cut meats are slightly under the April totals but considerably above the record for 1911. A summary of the official reports shows the following figures:

	Pork, Bbls. May 31, 1912.	April 30, 1912.	May 31, 1911.
	Lard, Tbs. Chicago	141,853 13,547 3,028 1,426 7,896	82,326 4,684 3,533 975 9,301
Total	107,877	100,819	70,552
	Cut Meats, Lbs. Chicago	164,278,678 56,829,700 46,416,203 30,790,335 21,853,673	164,003,803 60,617,500 46,619,147 33,584,011 25,302,586
Total	181,402	177,513	120,798
		Cut Meats, Lbs. Chicago	130,301,793 71,359,500 49,439,773 32,056,681 16,315,085
Total	320,170,580	330,427,047	299,472,632

June 8, 1912.

# Chicago Section

Swift & Company's sales of fresh beef in Chicago for the week ending June 1, 1912, averaged 10.98 cents per pound.

The Chicago Association of Commerce is opposed to the contemplated cold storage ordinance. It says in a report to the city council that the public is unduly prejudiced against cold storage methods and foods and suggests that all regulative measures should be of federal origin. Just what everyone says who studies the matter.

The Koehn Packing Company is a new wholesale firm at Adrian, Mich. A slaughter

house and sausage factory are the principal features.

The strike of nearly 500 men at the Cudahy packing plant at Sioux City has ended, the company granting the men's demands for 19 cents an hour.

Pure food experts are in search of evidence that certain dealers in butter are using cottonseed oil to increase the weight. While the Illinois State chemist maintains that the mixing might be made without hurting the taste or the food value of the butter, the mixer will land in trouble under the State food laws—if they catch him.

The kosher meat war is still in progress. It is proving fatal to many a rooster, whatever else it may accomplish.

Oleomargarine has a victory to its credit through a decision by the Supreme Court of Minnesota.

Those headliners, "beef investigation," "under fire again," "meat trust," etc., are growing in size again. Perhaps a few more decisions like the last one would end them if the public once got wise to the cost.

It would be interesting to compare the number of new "farmers' packinghouses" to the number of new packinghouse investigations. But since the farmers' alleged friends are starting both, we can afford to watch them grow in either direction, mostly downward.

## NEW MEAT FREIGHT RATES.

Reports from Washington bring word that advances in rates over the St. Louis, Iron Mountain & Southern and ten other railroads operating in southwestern territory on fresh meat and packinghouse products between Wichita, Oklahoma City and Fort Worth, to points in Arkansas and Louisiana allowed by the Interstate Commerce Commission, have now been applied to shipments out of St. Louis and Kansas City. It was held that under tariffs filed the rates from Kansas City and St. Louis discriminated against packers in the other cities named.

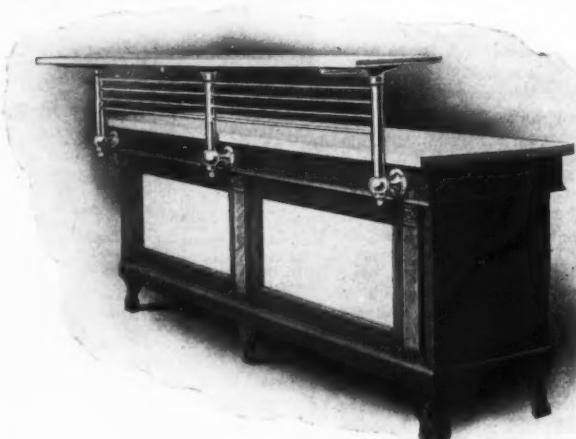
In a prior decision the commission approved mileage rates on fresh meats and packinghouse products from Wichita, Oklahoma City and Fort Worth to various points, including points in Arkansas and Louisiana, and the carriers proceeded to file such schedules, but before they became effective protests were made and the schedules suspended. It appears that in many cases the mileage scale advanced the rates from Wichita, Oklahoma City and Fort Worth to points in Arkansas and Louisiana, and placed such cities at substantial disadvantage as compared with Kansas City and St. Louis.

The commission now holds that such mileage rates or any subsequent modification thereof should be applied to points in Arkansas and Louisiana from St. Louis, Kansas City, Wichita, Oklahoma City and Fort Worth by proper tariffs, effective not later than July 1, 1912. Upon filing of such tariffs the order of suspension will be vacated.

Do you read the "Practical Points" page?

## BERNARD GLOEKLER COMPANY

Pittsburg, Pa.



Patent Applied For.

### NEW ECLIPSE ARTISTIC COUNTER GUARD.

This new artistic Eclipse Guard attached to Counter has three polished brass brackets and four polished brass guard rails, with a white Italian marble shelf 10 inches wide. The shelf can be vertically adjusted, varying in heights from 6 to 10 inches above top of counter. The supports are made reversible, so that the shelf may be placed to project either 2 or 5 inches from the face of bracket. It is convenient for handling products, prevents customers from handling meats, and protects wearing apparel from grease. The effect is beautiful and will appeal to your trade. Write your dealer for prices.

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PACKING HOUSE EXPERTS  
Manhattan Building, CHICAGO, ILL.

*Designers of Packing Plants  
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ANALYSIS AND TEST OF FOOD AND BEVERAGE PRODUCTS A SPECIALTY  
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The Scientific Station for Pure Products is an organization under the laws of the State of New York.

**CHEMISTS' BUILDING,**

50 EAST 41<sup>ST</sup> STREET

**NEW YORK.** Apr. 1st, 1912.

Messrs. Morris & Co.,  
New York, N.Y.

Gentlemen:

Date of analysis: Mar. 30, 1912.  
Report #16493.

At the request of the NEW ENGLAND SELLING CO. we have analyzed your ANHYDROUS AMMONIA, with the following results:

Non-condensable gases - - 0.1 cc. per gram  
Evaporation residue (water) 0.0063% by weight  
Oils - - - - - Absent  
Pyridine bases and coal tar products - - Absent

The results of the analysis show the ammonia to be very pure, dry, free from oils, pyridine bases and coal tar products, and particularly free from non-basic gases. The amount of these non-basic gases, 0.1 cc. per gram, is well below the limits set by good authorities for the best commercial anhydrous ammonia.

Our judgment is that your ammonia is well suited to give excellent results in refrigeration practice.

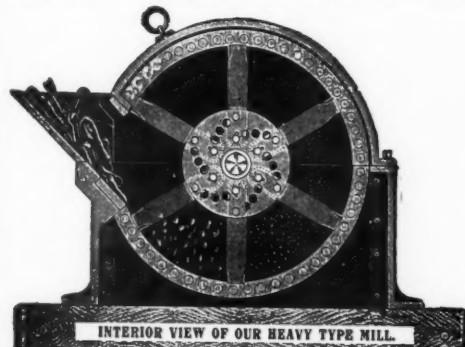
Very respectfully,

SCIENTIFIC STATION FOR PURE PRODUCTS,

*Dr. Quilligan*, Manager.

"EVERY OUNCE ENERGIZES"

**WHY SELL YOUR TANKAGE and BONE UNGROUND?**



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

**GET FULL VALUE FOR THESE PRODUCTS**

**A**  
**WILLIAMS GRINDER**

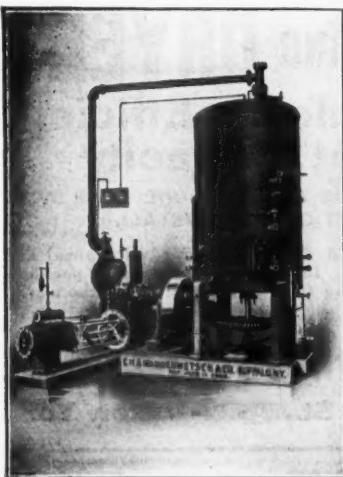
WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

Also Grinds Shells, Cracklings, Etc., for Poultry Food

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WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**  
WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SANFRANCISCO OFFICE: 347 Monadnock Bldg.



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**WANNENWETSCH SYSTEM**

SANITARY RENDERING AND DRYING APPARATUS  
MANUFACTURED BY

**C. H. A. WANNENWETSCH & CO.**  
INVENTORS AND SOLE OWNERS

FIS GNING AND CONSULTING  
ENGINEERS

**BUFFALO, N. Y., U. S. A.**  
WRITE FOR PARTICULAR

June 8, 1912.

## CHICAGO LIVE STOCK

	Cattle	Calves	Hogs	Sheep
Monday, May 21	20,321	2,402	54,503	19,515
Tuesday, May 22	2,322	6,077	14,218	18,336
Wednesday, May 23	17,054	3,985	33,715	19,232
Thursday, May 24	2,552	3,042	20,599	4,884
Friday, May 25	722	584	16,206	10,620
Saturday, June 1	71	19	6,454	855

	Cattle	Calves	Hogs	Sheep
Total last week	43,048	16,109	145,697	68,442
Total this week	43,187	16,110	145,233	60,087
Previous week	39,966	14,102	141,159	74,955
Cor. week, 1911	49,772	13,161	132,462	88,889
Cor. week, 1910	37,701	15,282	108,849	62,655

	Cattle	Calves	Hogs	Sheep
Saturday, May 25	42	14	3,635	...
Monday, May 27	4,597	55	11,772	1,697
Tuesday, May 28	1,408	49	5,541	774
Wednesday, May 29	4,159	11	7,396	290
Thursday, May 30	2,301	28	4,723	588
Friday, May 31	1,630	34	3,769	897
Saturday, June 1	51	...	855	533

	Cattle	Calves	Hogs	Sheep
Year to June 1, 1912	14,166	177	32,059	4,779
Previous week	12,515	158	22,641	8,269
Cor. week, 1911	18,146	156	22,850	9,263
Cor. week, 1910	14,198	459	14,067	3,504

	Cattle	Hogs	Sheep
Year to June 1, 1912	1,114,107	3,523,530	2,052,148
Same period, 1911	1,147,692	3,146,430	1,751,143

	Combined receipts of hogs at eleven points:			
Week ending June 1, 1912		523,000		
Previous week		477,000		
Year ago		563,000		
Two years ago		409,000		
Total year to date		11,663,000		

	Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:			
Cattle	Hogs	Sheep		
Week to June 1, 1912	96,000	419,600	141,700	
Week ago	103,400	395,900	159,500	
Year ago	134,000	423,300	203,500	
Two years ago	104,900	302,600	132,200	

	CHICAGO PACKERS' HOG SLAUGHTER.			
Week ending June 1, 1912:				
Armen & Co.	25,700			
Swift & Co.	21,500			
S. & S. Co.	14,400			
Morris & Co.	9,300			
Anglo-American	5,000			
Boyd-Lanham	6,500			
Hammond	5,100			
Western P. Co.	6,200			
Boore & Co.				
Robert & Oake	3,500			
Miller & Hart	2,500			
Independent P. Co.	5,000			
Brennan P. Co.	3,700			
Others	7,000			
Totals	115,200			
Previous week	121,400			
1911	117,500			
1910	97,000			
Total year to date	2,740,200			
Same period last year	2,495,200			

	WEEKLY AVERAGE PRICE OF LIVESTOCK.			
Cattle, Hogs, Sheep, Lambs.				
This week	\$7.90	\$7.45	\$5.70	\$5.15
Previous week	8.05	7.70	5.65	8.05
Cor. week, 1911.	5.90	5.97	4.15	6.30
Cor. week, 1910.	7.35	9.48	5.20	7.90
Cor. week, 1909	6.50	7.42	6.20	8.05

	CATTLE.			
Good to choice steers	\$8.25	\$9.40		
Fair to good steers	6.75	6.85		
Common to fair calves	5.25	6.75		
Inferior killers	4.00	6.50		
Distillery steers	7.25	6.25		
Fair to fancy yearlings	5.25	6.75		
Good to choice cows	5.40	6.75		
Canner bulls	2.50	6.30		
Common to good calves	4.50	6.00		
Good to choice vealers	7.00	9.00		
Heavy calves	5.00	6.50		
Feeding calves	4.50	6.25		

## THE NATIONAL PROVISIONER.

THURSDAY, JUNE 6, 1912.

## STOCKERS

Common to choice feeders

Medium to good beef cows

Common to good cutters

Inferior to good canners

Fair to choice helpers

Butcher bulls

Bologna bulls

## HOGS.

Prime heavy butchers, 240 to 300 lbs.

Choice butchers, 200 to 250 lbs.

Fair to good butchers

Fair to heavy packing

Light mixed, 180 lbs. and up.

Choice light, 170 to 220 lbs.

Pigs, 110 lbs. and under

Pigs, 110 to 140 lbs.

Boars, according to weight

\*Stags, 300 lbs. and over

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native lambs

Fed lambs

Cull lambs

Native yearlings

Native ewes

Native wethers

Spring lambs

Breeding ewes

Clipped lambs

Clipped wethers

Clipped ewes

4.75@5.25

SATURDAY, JUNE 8, 1912.

## PORK—(Per bbl.)

July

September

October

November

December

January

February

March

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Good native steers	.12 1/2 @ 13 1/4
Native steers, medium	.11 1/4 @ 12 1/2
Heifers, good	.11 @ 11 1/2
Cows	.9 1/2 @ 10 1/2
Hind Quarters, choice	.15
Fore Quarters, choice	.10

## Beef Cuts.

Cow Chucks	7 1/2 @ 8 1/2
Steer Chucks	.10
Boneless Chucks	.9
Medium Plates	.7
Steer Plates	.7 1/2
Cow Rounds	10 1/2 @ 11 1/2
Steer Rounds	.13
Cow Loins	.12 @ 10
Steer Loins, Heavy	.22
Beef Tenderloins, No. 1	.30
Beef Tenderloins, No. 2	.28 1/2
Strip Loins	.10
Sirloin Butts	.14
Shoulder Clods	.10 1/2
Rolls	.12
Rump Butts	.10 @ 12 1/2
Trimmings	.7
Shank	.5
Cow Ribs, Common, Light	.8
Cow Ribs, Heavy	.14
Steer Ribs, Light	.17
Steer Ribs, Heavy	.18
Loin Ends, steer, native	.16
Loin Ends, cow	.14
Hanging Tenderloins	.8
Flank Steak	.13
Hind Shanks	.4 1/4

## Beef Offal.

Brains, each	.6
Hearts	.6 @ 6 1/4
Tongues	.13 @ 14
Sweetbreads	.20 @ 22
Ox Tail, per lb.	.6 @ 6
Fresh Tripe, plain	.4
Fresh Tripe, H. C.	.5 1/2
Brains	.6
Kidneys, each	.8

## Veal.

Heavy Carcass Veal	10 1/2 @ 11 1/2
Light Carcass	.12
Good Carcass	.13 1/2
Good Saddles	.15
Medium Racks	.11
Good Racks	.12

## Veal Offal.

Brains, each	.5
Sweetbreads	.45 @ 55
Plucks	.35 @ 40
Heads, each	.15 @ 20

## Lamb.

Good Caul	.15
Round Dressed Lambs	.17
Saddles, Caul	.18 1/2
R. D. Lamb Racks	.12
Caul Lamb Racks	.11
R. D. Lamb Saddles	.19 1/2
Lamb Fries, per pair	.10
Lamb Tongues, each	.4
Lamb Kidneys, each	.2

## Mutton.

Medium Sheep	.11 1/2
Good Sheep	.12
Medium Saddles	.14
Good Saddles	.15
Good Racks	.8 1/2
Medium Racks	.8
Mutton Legs	.15
Mutton Loins	.12
Mutton Stew	.7
Sheep Tongues, each	.2 1/2
Sheep Heads, each	.7

## Fresh Pork, Etc.

Dressed Hogs	.11 @ 11 1/2
Pork Loins	.12 @ 12 1/2
Leaf Lard	.10 1/2
Tenderloins	.28
Spare Ribs	.7
Butts	.10 1/2
Hocks	.7
Trimmings	.7 1/4
Extra Lean Trimmings	.8
Tails	.6
Snouts	.4
Pigs' Feet	.3 1/2
Pigs' Heads	.5
Blade Bones	.7
Blade Meat	.8 1/4
Cheek Meat	.9 1/2
Hog Livers, per lb.	.2 1/2
Neck Bones	.2 1/2
Skinned Shoulders	.10 1/4
Pork Hearts	.4
Pork Kidneys, per lb.	.4
Pork Tongues	.10 @ 11
Slip Bones	.5
Tail Bones	.6 @ 6 1/2
Brains	.4
Backfat	.10
Hams	.14 1/2
Calas	.10 1/2
Bellies	.14
Shoulders	.10 1/4

## SAUSAGE.

Columbia Cloth Bologna	.9
Bologna, large, long, round, in casings	.9

## THE NATIONAL PROVISIONER.

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Choice Bologna	@ 11	Rounds, per set	@ 17
Viennas	@ 11	Export Rounds	@ 22
Frankfurters	@ 11	Middles, per set	@ 78
Blood, Liver and Headcheese	@ 9	Beef bungs, per piece	@ 18
Tongue	@ 11 1/2	Beef weasands	@ 7 1/2
Minced Sausage	@ 12 1/2	Beef bladders, medium	@ 30
Luncheon Sausage, cloth paraffine	@ 14 1/2	Beef bladders, small, per doz.	@ 40
New England Sausage	@ 14 1/2	Hog casings, free of salt	@ 70
Compressed Luncheon Sausage	@ 14 1/2	Hog middles, per set	@ 10
Special Compressed Ham	@ 12 1/2	Hog bungs, export	@ 2
Berliner Sausage	@ 20	Hog bungs, large mediums	@ 10
Boneless Butts in casings	@ 19	Hog bungs, prime	@ 7
Oxford Butts in casings	@ 11	Hog bungs, narrow	@ 5
Polish Sausage	@ 11	Imported wide sheep casings	@ 90
Garlic Sausage	@ 11	Imported medium wide sheep casings	@ 70
Country Smoked Sausage	@ 12 1/2	Imported medium sheep casings	@ 60
Farm Sausage	@ 15	Hog stomachs, per piece	@ 3 1/2
Pork Sausage, bulk or link	@ 15		
Pork Sausage, short link	@ 15		
Boneless Pigs' Feet	@ 16		
Hams, Bologna	@ 16		

## Summer Sausage.

Best Summer, H. C., Medium Dry	@ 23 1/2	Dried blood, per unit	2.45 @ 2.47 1/2
German Salami, Medium Dry	@ 21 1/2	Hoof meal, per unit	2.35 @ 2.40
Italian Salami	@ 25 1/2	Concentrated tankage	2.10 @ 2.20
Holsteiner	@ 16	Ground tankage, 12%	@ 2.25 and 10c.
Mettwurst, New	@ 21	Ground tankage, 10%	@ 2.25 and 10c.
Farmer	@ 18 1/2	Crushed tankage, 9 and 20%	@ 2.10 and 10c.
Monarque Cervelat, H. C.	@ 21	Ground tankage, 6 1/2 and 30%	@ 18.00

## Sausage in Oil.

Smoked Sausage, 1-50	\$5.00	Round shin bones, 38-40 lbs. av., per ton	63.00 @ 67.00
Smoked Sausage, 2-20	4.50	Round shin bones, 50-52 lbs. av., per ton	75.00 @ 80.00
Bologna, 1-50	4.50	Long thigh bones, 90-95 lbs. av., per ton	95.00 @ 105.00
Bologna, 2-20	4.00	Skulls, jaws and knuckles, per ton	27.50 @ 28.50
Frankfurt, 1-50	5.00		
Frankfurt, 2-20	4.50		

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$8.50	Lions, No. 1, 65 @ 70 lbs., aver.	250.00 @ 300.00
Pickled Plain Tripe, in 200-lb. barrels	6.50	Hoofs, black, per ton	27.50 @ 28.50
Pickle H. C. Tripe, in 200-lb. barrels	7.75	Hoofs, striped, per ton	33.00 @ 38.00
Pickle Ox Lips, in 200-lb. barrels	12.50	Hoofs, white, per ton	60.00 @ 65.00
Pickled Pigs' Snouts, in 200-lb. barrels	15.50	Flat shin bones, 40 lbs. av., per ton	60.00 @ 65.00
Lamb Tongues, Short Cut, barrels	34.50	Round shin bones, 40-45 lbs. av., per ton	63.00 @ 67.00

## CORNED, BOILED AND ROAST BEEF.

Per doz.		Per doz.	
1 lb., 2 doz. to case	\$1.90	2 oz. jars, 1 doz. in box	\$3.25
2 lbs., 1 or 2 doz. to case	3.40	4 oz. jars, 1 doz. in box	6.25
6 lbs., 1 doz. to case	12.50	8 oz. jars, 1/2 doz. in box	11.50
14 lbs., 1/2 doz. to case	29.00	16 oz. jars, 1/2 doz. in box	22.50

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	\$3.25	Per doz.	
4-oz. jars, 1 doz. in box	6.25	8-oz. jars, 1/2 doz. in box	11.50
8-oz. jars, 1/2 doz. in box	11.50	16-oz. jars, 1/2 doz. in box	22.50
16-oz. jars, 1/2 doz. in box	22.50	2 oz. in 10-lb. tins	\$1.50 per lb.
2, 5 and 10-lb. tins			

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 12 1/2	Pure leaf, kettle rendered, per lb., tcs.	@ 12 1/2
Plate Beef	@ 12	Pure leaf	@ 12
Prime Mess Beef	@ 12	Lard, substitutes, tcs.	@ 10 1/2
Extra Mess Beef	@ 12	Lard, compound	@ 9 1/2
Beef Hams (220 lbs. to bbl.)	@ 12	Cooking oil, per gal. in barrels	@ 5 1/2
Rump Butts	@ 13.00	Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and palls, 10 to 80 lbs., 1/4 c. over tierces.	@ 69 @ 71
Mess Fork	@ 19.50	Extra lard oil	@ 66 @ 67
Clear Fat Backs	@ 21.00	Extra No. 1 lard oil	@ 58 @ 60
Family Back Pork	@ 22.50	No. 1 lard oil	@ 53 @ 55
Bean Pork	@ 17.25	No. 2 lard oil	@ 50 @ 52

## LARD.

Pure leaf, kettle rendered, per lb., tcs.	@ 12 1/2	Per doz.	
Pure leaf	@ 11 1/2	Extra No. 1 lard oil	@ 58 @ 60
Lard, substitutes, tcs.	@ 10	No. 1 lard oil	@ 53 @ 55
Lard, compound	@ 9 1/2	No. 2 lard oil	@ 50 @ 52
Cooking oil, per gal. in barrels	@ 5 1/2	Oleo oil, extra	@ 12 1/2 @ 12 1/2
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and palls, 10 to 80 lbs., 1/4 c. over tierces.	@ 69 @ 71	Oleo oil, No. 2	@ 12 @ 12 1/2
Extra lard oil	@ 66 @ 67	Oleo stock	@ 12 @ 12 1/2
Extra No. 1 lard oil	@ 58 @ 60	Neatsfoot oil, pure, bbls.	@ 68 @ 73
No. 1 lard oil	@ 53 @ 55	Acidless tallow oil, bbls.	@ 61 @ 62
No. 2 lard oil	@ 50 @ 52	Corn oil, loose	@ 5.50
Oleo oil, extra	@ 12 1/2 @ 12 1/2	Horse oil	@ 6% @ 7%
Oleo oil, No. 2	@ 12 @ 12 1/2		
Oleo stock	@ 12 @ 12 1/2		
Neatsfoot oil, pure, bbls.	@ 68 @ 73		
Acidless tallow oil, bbls.	@ 61 @ 62		
Corn oil, loose	@ 5.50		
Horse oil	@ 6% @ 7%		

## TALLOWES.

Edible	8	White, choice	6 1/2 @ 6 1/2

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June 8, 1912.

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from  
National Live Stock Commission Co.)

Union Stock Yards, Chicago, June 5.

Despite a very meagre run of 15,096 cattle on Monday, the trade was nevertheless very slow. A few prime beefs sold readily because of scarcity, and choice kinds sold about steady, while on everything else the market ruled slow to 10 c. lower, a greatly restricted demand being the dominant factor. The top was \$9.40 for one load of 1,300-lb. steers. A few prime beefs sold from \$8.75@9.35; good to prime yearlings from \$8@8.75; fair to good yearlings from \$7@7.75; choice fat, 1,250 to 1,450 lb. steers, \$8.25@8.75; good to choice grades weighing 1,150 to 1,300 lbs., \$7.60@8.15; medium to good, 1,000 to 1,200-lb. steers, \$7.15@7.60; with short-fed lightweight killers, \$6.25@7.

Tuesday's run of 1,637 cattle met with indifferent demand, although it could not be said that any concession from Monday's level of values was made, the trade simply being a continuation of the slow draggy market that obtained on the opening day of the week.

Today (Wednesday) receipts are estimated at 15,000, which is a moderate Wednesday supply, and makes only 32,000 cattle for the first three days of this week as compared with 40,000 for the same period a week ago, but despite the decided decrease in receipts the market is decidedly lower. A few prime beefs sold steady, but they are so scarce as to be no criterion of the general trade. Choice cattle show 10@15c. decline, while all others are 15@25c. lower than Monday. It is simply a case of a greatly restricted demand, and while we feel that 1912 will be a year of high-priced cattle, yet, for the time being the market occupies a precarious position. The effect of the prohibitive prices is far reaching. Retail Kosher butchers in Chicago have "boy-cotted" beef, claiming they cannot sell at a profit. A similar condition threatens in New York. Several minor strikes are still on in Chicago, as well as the East, and when such a light run of cattle as we have had this week meets with a dull and lower market it is a foregone conclusion that beef consumption has been considerably curtailed. We have the utmost faith in the ultimate outcome of the market, but for the next three or four weeks we are liable to see some further easing off in values on everything but the best grades of corn-fed cattle.

Slow and draggy with a lower tendency on everything but the choice to prime cows and heifers aptly described the course of the butcher-stuff trade this week. Values in a general way are not notably different from last week's close, at which time trade was extremely uneven, and 25@50c. lower than the first of the week. The choice corn-fed kinds are meeting with ready acceptance and their scarcity will undoubtedly mean a continued strong demand for that class with the present level of values well sustained, but there is a well-defined feeling among traders that the medium to pretty fair kinds of butcher-stuff are destined to sell still lower before values settle to anything like staple basis. Some traders simply go on the presumption that because this is a time of the year when the butcher-stuff market always gets a hard "wallop" that such will be the case again this year, but we think conditions are slightly different, and while we are of the opinion that there will be a further decline in the next sixty days on everything but the best grades, yet we are not looking for the volume of cattle that we have had in former years; consequently do not think the anticipated slump in the market will be as lasting or of as serious proportions as has been the case in the past. Still, under the circumstances it will be well enough for country shippers to act cautiously and we can see no good in holding back for a few weeks any "grassy" stuff or medium grades of cow stuff that are destined to come soon.

With a run of 32,000 today, trade in hogs

is ruling 5@10c. lower, bulk selling at \$7.35@7.50; big sows and titty sows in small bunches around \$7@7.15; pigs largely at \$6@6.75. We are still of the opinion that we are pretty near the turning point in the hog market and expect to see some improvement in values after another week or two. The eastern shipping demand continues light for the season of the year. The price of the product is holding up and it does not seem reasonable to expect hogs to decline much further with such prices for provisions.

The break in sheep and lamb values came earlier than expected. It is as badly a demoralized market on the common to medium sheep and lambs as we have ever had in the history of the trade. Load after load is pouring into the market that are absolutely unsalable, and prices in many cases are very disappointing to owners. Another week, with receipts including so liberal a portion of trashy half-fat stuff, and there will be some grades that will hardly pay expenses. If two-thirds of present receipts could be held back until they are fit for market it would be very much better for all parties concerned. The situation is a very serious one, and there is nothing very encouraging in the outlook, excepting on the fat, light to medium-weight lambs, which are few and far between. There is some excuse for shipping common to medium, trashy stuff if you have them on hand, but there certainly is no necessity of buyers loading up with stuff that must be sold at a loss. The market shows a decline of 35@50c. per cwt. on light to medium-weight lambs, fully \$1 per cwt. on heavy ewes, and from \$1@2 per cwt. loss on the trashy, thin-fleshed stock. We quote: Clipped stock—good to prime wethers, \$5@5.40; fat ewes, \$4.25@4.75; poor or medium ewes, \$3.25@4; cull ewes, \$1.75@2.75; good to best clipped lambs, \$8@8.75; poor to medium clipped lambs, \$5.50@6.50; culls, \$4@4.75; good to choice springers, \$8.50@9; poor to medium springers, \$5@7; bucks, \$3.25@3.75.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, June 4.

The weakness in the cattle market developed into positive decline today, touching all kinds. Two loads of black cattle, as good as they make them, sold at \$9.15 today, but outside of these, the best sale was at \$8.90. The mates of the cattle at \$8.90 today brought \$9.20 eight days ago, indicating a decline of thirty cents in the interim. There are a good many well finished cattle here today, and as the outlet for high quality beef is narrowing down, buyers seized the chance to spread out the decline that has been confined to middle grades over the whole list. Quarantine cattle are selling 15 to 25 lower today than yesterday, with tops around \$8. The two-day supply of quarantine cattle here is 161 carloads, about one-half of it good to choice eaked steers from North Texas, weighing 1,100 to 1,300 pounds, and selling at \$6.75@8.05. The balance is nearly all grass cattle from South Texas, at \$5@5.85, a few that have had cake up to \$6.50, and some middle grade Oklahoma steers, around \$6.25. Grass cattle from Oklahoma and Kansas will not start freely for some weeks yet. Stock and feeding cattle are weak, the best stock steers up to \$6.60, most sales at \$5.20 to \$6.15, feeders, \$6@6.80. Receipts at the markets are running behind a year ago, but high prices are acting as a stop order on consumption.

The country is evidently tired of exerting itself to ship hogs to buyers who proved themselves an unappreciative lot last week. Reduced supplies this week are selling stronger, though there was an attempt made this morning to turn prices downward again. The run today is only 10,500 head; market about steady; top, \$7.65, same as yesterday; bulk, \$7.35@7.60. Country conditions are against heavy shipping at this time, because of field operations, and dealers are looking for a lib-

eral supply, comparatively, later in the month.

Sheep and lambs declined 15@25 cents yesterday, and the market is that much, or more, lower again today. Dealers cannot figure it out on a reasonable basis, and hence they look for a rather quick recovery. Texas is nearly all in, Arizona has a short crop, and no great number of natives are expected this month. Native ewes and wethers are worth \$5@5.50; spring lambs, \$7.50@9.50; goats around \$3.35.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour .....	2,662	14,700	4,167
Fowler .....	1,202	.....	2,199
S. & S. ....	2,718	8,250	3,973
Swift .....	3,278	9,243	6,522
Cudahy .....	2,903	6,390	4,355
Morris & Co. ....	2,646	6,695	4,054
Butchers .....	161	343	28
Total .....	15,570	45,621	25,298

### OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, June 4.

Some idea of the uncertainty of the fat cattle market at present can be gathered from the fact that there was a decline of fully 15@25c. in prices of the general run of corn-fed cattle last week in the face of steadily declining receipts. May receipts were 25,000 smaller than a year ago and the week's receipts were 4,000 smaller and still the values went to a lower basis. Strictly good choice beefs, both heavy and light, that are selling up around \$8.50@9.10 do not show any decline, but all cattle selling from \$8.25 down are off and uneven sellers. Cows and heifers also showed weakness on the medium to fair grades and all buyers discriminate against anything grassy. Most of the butcher and beef stock is selling around \$4.50@5. Veal calves are holding up well at \$4.50@8.50 and there has not been very much change in the market for bulls, stags, etc., common to best grades going at \$4@7.

Now that corn planting is largely out of the way the hog receipts are running heavier than at this time last year. May receipts, 303,000 head, were the heaviest on record for the month and 46,000 heavier than a year ago. Quality is exceptionally good although weights are not as heavy as at this time last year. Last month's average weight was 233 pounds. Demand from all sources holds up well, but buyers have been able to get values down a few points all along the line. Heavy hogs still have a shade the best of it with all classes of buyers, but the range prices is narrowing somewhat. With 13,000 hogs here today the market was steady. Tops brought \$7.45 as against \$7.42 on last Tuesday and the bulk of the trading was at \$7.30@7.40 as against \$7.25@7.40 a week ago.

The market for sheep and lambs has been rather quiet for some time with comparatively limited supplies and a rather restricted demand for all but the strictly desirable grades. Very little woolled stock is coming a few California spring lambs bringing \$8.50@9.50. Shorn stock is quoted as follows: Fat lambs, \$7.50@8.35; yearlings, \$6@6.75; wethers, \$5.50@6.25, and ewes, \$5.25@6.

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JUNE 3, 1912.

	Beeves.	Calves.	lambs.	Hogs.
New York .....	2,672	7,121	1,033	10,637
Jersey City .....	1,950	4,121	22,914	12,056
Central Union .....	3,262	558	8,965	—
Lehigh Valley .....	3,140	318	1,560	—
Scattering .....	—	158	75	4,450
Totals .....	11,014	12,576	34,547	27,143
Totals last week.....	10,381	12,490	32,516	31,025

WEEKLY EXPORTS.

	Live cattle.	Live sheep.
Sulzberger & Sons Co., Mesaba .....	150	—
Sulzberger & Sons Co., Minnetonka .....	252	—
J. Shamborg & Son, Mesaba .....	138	—
J. Shamborg & Son, Minnetonka .....	160	—
Louis F. Miller, Bermudian .....	47	80
Louis F. Miller, Vigilancia .....	5	—
Total exports .....	752	80

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, June 7.—Market firm. Western steam, \$11.15@11.20; Middle West, \$10.70@10.80; city steam, 10%@10½c.; refined, Continent, \$11.25; South American, \$12.10; Brazil, kegs, \$13.10; compound, 9@9½c.

#### Marseilles Oils.

Marseilles, June 7.—Sesame oil, fabrique, 70 fr.; edible, 93 fr.; copra oil, fabrique, 85% fr.; edible, 107 fr.; peanut oil, fabrique, 63½ fr.; edible, 94 fr.

#### Liverpool Produce Market.

Liverpool, June 5.—(By Cable).—Beef, extra India mess, 117s. 9d. Pork, prime mess, 92s. 9d.; shoulders, 43s. 6d.; hams, 58s. 6d. @63s. Bacon, Cumberland cut, 50s. 6d.; long clear, 58s.; bellies, 57s. Tallow, prime city, 32s.; choice, 34s. 6d. Turpentine, 36s. 3d. Rosin, common, 16s. 4d. Lard, spot prime, 52s. 6d. American refined in pails, 54s. 9d.; 2-28-lb. blocks, 53s. 6d. Lard (Hamburg), 52 marks. Cheese, Canadian finest white, new, 69s. Tallow, Australian (London), 30s. @35s.

### FRIDAY'S LIVESTOCK MARKETS.

Chicago, June 7.—Hog market slow and 5c. higher; bulk of prices, \$7.45@7.60; mixed and butchers', \$7.15@7.65; heavy, \$7.15@7.65. Yorkers, \$7.50@7.55; pigs, \$5.25@7. Cattle market steady to shade higher. Beefs, \$5.90 @9.30; cows and heifers, \$2.80@8. Texas steers, \$6.25@8; stockers and feeders, \$4.20 @6.80; Westerns, \$6.40@8. Sheep market slow. Native, \$3.30@5.50; Western, \$3.60@5.50; yearlings, \$5@7; lambs, \$4.75@8.50.

St. Louis, June 7.—Hogs 5 to 10c. higher, at \$7.45@7.80.

Kansas City, June 7.—Hogs steady to strong, at \$6.35@7.50.

Sioux City, June 7.—Hogs steady, at \$7.25 @7.55.

Cudahy, Wis., June 7.—Hogs 5c. higher, at \$7.10@7.65.

South Omaha, June 7.—Hogs strong, at \$7.20@7.50.

St. Joseph, June 7.—Hogs strong, at \$7.25 @7.60.

Indianapolis, June 7.—Hogs higher, at \$7.25 @7.80.

Cleveland, June 7.—Hogs strong, at \$7.65.

Buffalo, June 7.—Market opened with 6,700 hogs on sale; market slow, at \$7.80@7.90.

### FRIDAY'S CLOSINGS IN NEW YORK.

#### Provisions.

The market was firm with higher live hog markets but dull.

#### Tallow.

The market continues very quiet with prices rather firmly held.

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**LIGGETT BUILDING  
ST. LOUIS**

### RECEIPTS AT CENTERS

SATURDAY, JUNE 1, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	200	6,454	1,500
Kansas City	600	1,161	1,200
Omaha	50	8,251	500
St. Louis	530	6,000	
St. Joseph	50	3,300	
Sioux City	100	7,000	
St. Paul	300	1,800	100
Oklahoma City	400	100	
Fort Worth	100	300	700
Milwaukee		2,981	
Peoria		600	260
Louisville		400	
Indianapolis		3,000	
Pittsburgh		3,500	11,000
Cincinnati	231	1,045	118
Cleveland	40	3,000	40
Buffalo	100	7,200	4,000
New York	1,145	2,703	2,703

MONDAY, JUNE 3, 1912.

Chicago	16,000	31,110	18,000
Kansas City	7,800	7,121	13,000
Omaha	2,000	6,335	6,700
St. Louis	5,500	8,000	3,000
St. Joseph	1,300	5,000	1,700
Sioux City	600	4,000	
St. Paul	1,100	3,600	400
Oklahoma City	250	850	
Fort Worth	4,200	1,800	4,500
Milwaukee		6,751	
Peoria		1,000	
Indianapolis		600	2,000
Pittsburgh		3,000	10,000
Cincinnati	1,512	4,467	1,036
Cleveland	400	4,000	3,000
Buffalo	3,100	17,600	12,000
New York	3,800	12,660	14,519

TUESDAY, JUNE 4, 1912.

Chicago	2,500	13,085	18,000
Kansas City	7,500	11,322	11,000
Omaha	1,800	12,348	3,500
St. Louis	5,000	6,000	6,500
St. Joseph	2,000	7,500	1,000
Sioux City	1,000	6,500	500
St. Paul	2,800	6,100	500
Oklahoma City	1,100	500	
Fort Worth	3,000	800	2,000
Milwaukee		778	
Peoria		900	
Indianapolis		1,750	7,000
Pittsburgh		2,000	2,200
Cincinnati	119	2,778	1,145
Cleveland	20	2,000	
Buffalo	100	4,000	800
New York	1,013	2,725	4,612

WEDNESDAY, JUNE 5, 1912.

Chicago	15,000	33,415	20,000
Kansas City	3,500	9,251	7,000
Omaha	2,000	11,983	3,500
St. Louis	3,239	7,550	5,556
St. Joseph	1,400	6,000	2,200
Sioux City	800	8,000	
St. Paul	1,400	4,000	700
Fort Worth	3,400	1,200	6,000
Milwaukee		6,036	
Peoria		2,300	
Indianapolis		1,900	
Pittsburgh		4,000	2,000
Cincinnati	181	3,784	1,165
Cleveland	100	2,000	
Buffalo	100	1,600	3,000
New York	2,148	6,135	9,689

THURSDAY, JUNE 6, 1912.

Chicago	3,000	21,000	12,000
Kansas City	3,500	9,000	3,500
Omaha	500	12,500	2,300
St. Louis	2,496	7,718	4,930
St. Joseph	600	8,200	1,000
Sioux City	300	10,000	500
St. Paul	800	2,600	200
Fort Worth	1,900	600	2,000
Milwaukee		2,708	
Peoria		1,900	
Indianapolis		7,000	
Pittsburgh		2,500	
Cincinnati	377	2,208	1,442
Buffalo	150	2,100	2,000
New York	1,042	1,489	6,442

FRIDAY, JUNE 7, 1912.

Chicago	600	15,000	7,000
Kansas City	500	6,000	2,000
Omaha	200	10,500	300
St. Louis	1,500	6,000	1,800
St. Joseph	250	4,000	800
Sioux City	200	9,500	
Fort Worth	1,100	500	2,000
St. Paul	500	2,900	500

### MEAT AND STOCK EXPORTS

WEEKLY REPORT TO JUNE 3, 1912.

	Live cattle.	Live sheep.
Exports from—		
New York	752	80
Montreal	758	—
Exports to—		
London	1,100	—
Liverpool	358	—
Bermuda and West Indies	32	80
Totals to all ports.....	1,510	80
Totals to all ports last week.....	1,068	—

June 8, 1912.

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### The Value of a Clean Shop and Some Other Things

By a Veteran Retailer.

Do you know, Mr. Retail Butcher, that modern sanitary requirements have paved the way for the butcher shop that is immaculately clean and tidy, and is kept so seven days in the week?

It doesn't cost very much to make your shop up to date in every particular. And this sort of equipment must not be charged to expense, either. You surely must know that your trade, rich or poor, demand absolute cleanliness and fresh goods, and it's a foregone conclusion that they will not remain as customers very long if you pursue the old-fashioned sloppy methods of twenty-five years ago—notwithstanding that the old-timer says they were the "good old days."

Those were the days when they had an old three-legged block, an unsanitary ice-box, dirty floors, greasy counters, with pieces of meat scattered about, covered with flies and handled by everybody, where children whose fingers were none too clean touched the meat, or a child who had whooping cough or worse was permitted to breathe on it. People know better now, and that's why the shop of today must be properly equipped.

The principal furniture of the modern shop is the glass-covered show-case, the use of which is sanitary and also saves opening the ice-house doors so often that the temperature can't be kept even. That's what causes slimy, sour meat.

It would be still better if all meat was kept in the ice-house except a few platters of cut meats, for which there is a constant demand. The saving on ice is only a small fraction of what the saving on meat would be. There is no ice-house so small but what a block can be put in. Blocks are made in any size to fit in any box, and all the cutting should be done in the box in warm weather. Steaks, chops or hamburger, etc., laid out on platters in the ice-house and then put in the counter case immediately would make a surprising difference in their appearance.

The meats would keep fresh longer, sell more readily and have such an appetizing appearance as the entire surroundings of a butcher shop must have to be successful today. Where there is no stale meat there are no odors or flies, and in an astonishingly short time it would be known throughout the neighborhood that Mr. Fleishhacker has the cleanest, most sweet-smelling, up-to-date shop, and as pigeons fly where there are pigeons, his business would increase accordingly.

The woman customer of today goes marketing where there are other women to see and to be seen and to buy meat, and if there were no women customers there would be no shops.

In connection with this the way she is served is almost as important. When a journeyman or boss speaks to a customer his words are only a means of expression. His manner is more important, and a kindly

"good morning" is not only the sign and mark of a self-respecting man, but is to words and incidentally to the customer what oil is to machinery, making them very much more effective in their purpose, and increases business and profits.

If the retail butcher of today does not do business as it should be done—that is, keep an absolutely clean shop, handle only fresh goods, be courteous, give honest weight, be truthful in every transaction, no matter how small, make prompt deliveries, keep his windows clean (many butchers think the windows are a separate institution), throw fresh sawdust over the floor every day (seven bags for a dollar; if he can't afford that, let him close up), insist on his men wearing clean aprons at all times when waiting on trade (a nickel each), not forgetting to follow suit himself (which he doesn't always do; he may think because he's boss he doesn't have to)—if he doesn't do all these things every business day in the year, he stands just as much chance to conduct a successful business in these days of high meats and small profits as a celluloid dog has of catching an asbestos cat in Hades!

He might just as well join the Rip Van Winkle class as to try and compete with the up-to-date, hustling, enterprising, clean, honest, trustworthy, modern, decent, sober business man of today.

L. A.

### TO TAX OUTSIDE MEAT VENDORS.

The town council of West York, Pa., has directed the town attorney to prepare an ordinance providing for a license for all non-resident butchers and other vendors doing business in the town. Hereafter all outsiders who sell meat in the town will have to pay a license fee for the privilege of doing so. Resident butchers who pay shop rent, town taxes, etc., have been discriminated against in being compelled to compete with country peddlers who sold meat from wagons and paid no tax whatever. The example of West York might well be followed in all cities and towns where country meat peddlers do business.

### A LUCKY BUTCHER.

Not only fortunate in wedding the girl of his choice, but in inheriting money from a lost uncle, Adam Slawek, of 112 Cotton street, Manayunk, Philadelphia, certainly is playing it luck. He was married on June 4, and a few days previously a letter from his mother in Germany advised him that the estate of an uncle which had been administered by the government because no heirs were known, had been traced, and she and Adam will get a big share. Rumor says the value of the estate is twenty millions. Slawek declines to be excited over the matter, and says he can wait till he gets the coin before planning to spend

it. His bride, however, is building a few castles in the air just to get her hand in.

### PROMINENT BUTCHER DEAD.

August Peppler, 58 years old, president of the Baltimore Butchers' Abattoir, died May 27 of injuries received in an accident ten years ago. Mr. Peppler had been in business in Lexington Market for forty years, having been born in Baltimore in 1854. For twenty-two years he headed the Abattoir Company, and was a respected, energetic and progressive man known throughout the city of Baltimore.

### LOCAL AND PERSONAL.

A petition in bankruptcy has been filed by B. Weissman, a butcher at 142 E. Fourth street, New York City, N. Y. Liabilities of \$4,373.

The meat market of M. L. Jackson at Salisbury, N. C., has been destroyed by fire.

Geo. Russell has purchased the meat market of L. S. Waters at Millsbury, Mass.

O. Dauner has opened a meat market at McCune, Kan.

S. Maslowski has reopened his meat market at Housatonic, Mass.

Palmer Brothers have sold their meat market at Follansbee, O., to J. Weidstitt.

Mardziar & Marzalski have opened a meat market at So. Wilmington, Ill.

E. W. Frankouser has opened a meat market at Reading, Pa.

Smith Brothers will open their meat market at Corpus Christi, Tex., on June 15.

B. Lowe has purchased the Corner Meat Market at Sabetha, Kan.

C. J. Baldwin has rented a room and will put in a line of meats and groceries at Nickerson, Kan.

Robert & O. Seward have purchased the Ellinwood Meat Market at Ellinwood, Kan.

E. W. Pabst has purchased the Tilbury Meat Market at Lookeba, Okla.

C. C. Barlow has sold the Pioneer Meat Market at Wister, Okla., to J. H. Haney and has moved to Heavener, Okla., where he has engaged in the same line of business.

Robert Carrier, formerly in Wellsville, Kan., has engaged in the meat business at Whitewater, Kan.

J. C. Brown has disposed of his butcher shop at Utica, Kan., to Roy McCarter.

B. F. Tanner has disposed of his grocery business and meat market at Inola, Okla.

C. Downing has sold out his meat business at Clay Center, Kan., to Richard Reed.

Frank L. Peterson has purchased the Model Grocery & Meat Market at Valparaiso, Neb., from J. L. Cheever.

Penterman Bros., formerly of Elmwood, Neb., have engaged in the meat business at Murdock, Neb.

Winder & Rumseh are about to open a butcher shop at Memphis, Neb.

Young & Vedder are closing out their stock of meats at Albion, Mich., and will retire.

J. T. Starr & Company have added a line of groceries to their meat market at Harbor Springs, Mich.

Lockwood & White have succeeded to the meat business of Dean & Lockwood at Weberville, Mich.

John W. Dewey has purchased the meat and grocery business of Ed. Herrick & Company at Munising, Mich.

Clay Freeman has opened a grocery store and meat market at Hillsboro, Ore.

R. A. Hopkins has purchased the Charles Bohm meat market at Loon Lake, Wash.

Daniels & Danner have just engaged in the meat and grocery business at Eugene, Ore.

# SPICES

To make *good sausage, good spices* and flavors are just as essential as *good meat*. You cannot turn out the best products unless you have spices that are *pure, fresh and uniform*. The best foreman cannot make good sausage with inferior material. *Our spices are of the highest standard.* Our prices are already right and *our service* cannot be surpassed by anybody.

We import for the meat packing trade:

#### SPICES

Pepper  
(Black, White, Red)  
Allspice  
Cloves  
Cinnamon  
Ginger  
Paprika  
Nutmegs  
Mace  
Mustard



The first large building erected and occupied after the great fire of 1904—300 ft. x 90 ft.

#### LEAVES

Laurel  
Marjoram  
Sage  
Savory  
Thyme

#### SEEDS

Caraway  
Celery  
Coriander  
Cardamoms

Facing the splendid new municipal wharves of Baltimore, near the landing of a dozen steamship lines, foreign and domestic, and also the freight terminals of the Pennsylvania, B. & O., Western Maryland (Wabash), and other railroads, we have the most favorable facilities and conditions for importing, landing, storing (in our own commodious ware-houses) and *shipping at a lower cost* than is possible in any port on the Atlantic seaboard.

With mills, appliances and efficient conveniences unsurpassed in no plant in the United States, we can offer attractive prices on Whole and Ground Spices, &c., needed by the *Sausage Maker*.

**Carrying large stocks we can usually contract for supplies for delivery over a period, protecting the buyer against advance or decline.**

Write for prices. Samples for comparison.

**McCORMICK & COMPANY**  
**Importers, Grinders and Packers of Spices**  
**BALTIMORE, MD.**

June 8, 1912.

## New York Section

Swift and Company's sales of fresh beef in New York City for the week ending June 1 averaged 11.33 cents per pound.

Richard Webber, Jr., a vice-president of the Harlem Board of Commerce, has been appointed the treasurer of the Special Social Service Committee of that organization. The committee is assisting in the opening of two babies' aid milk stations in the poorer sections of Harlem.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 25, 1912, as follows: Meat—Manhattan, 5,770 lbs.; Brooklyn, 21,477 lbs.; total, 27,247. Fish—Manhattan, 76,830 lbs.; Brooklyn, 100 lbs.; total, 76,930 lbs. Poultry and Game—Manhattan, 2,200 lbs.

Leopold Kramer, a retired wholesale butcher, died May 27 at his home No. 352 E. 51st street, New York, in his 79th year, from general debility.

Now that New York's Housewife's League has decided on a fish diet for a week "to break the high price of meat," perhaps butchers will add a retail fish section to their market.

The next hearing on the removal of West Washington and Gansevoort Markets will be held June 26 in Room 16, City Hall, before the Sinking Fund Commissioners.

Donnelly's Grove, College Point, will be the scene of the annual outing and games of the N. Y. Veal & Mutton Company's employees, on July 6. On the same day the twelfth annual outing of Sulzberger & Sons Company's small stock department will take place at Witzel's Grove, College Point.

Peter Hayes, a salesman for Harrington & Company, First avenue, died suddenly June 1, dropping unconscious shortly after leaving the plant.

Morris & Company have put into full effect the pension plan for their employees carefully worked out by the executive officers. The age limit is 65 years, and employees over that age now may retire if they wish and draw a pension at the rate of 2 per cent. of their present salary for each year they have been employed by Morris & Company in any capacity.

### N. Y. STATE BUTCHERS' CONVENTION.

The big event of the month in retail circles is the nineteenth convention of the New York State Association of Master Butchers in Brooklyn, Monday, Tuesday and Wednesday, June 10, 11, 12, at the Imperial, Fulton street and Red Hook lane. It is expected that at least 200 delegates and visitors will attend the sessions and arrangements have been made for their entertainment on a large scale. There will be sessions for business Monday at 10 a. m., 2 p. m. and 8 p. m.; Tuesday at 9:30 a. m. and Wednesday at 10 a. m. Tuesday afternoon is set aside for

pleasure. Autos will take delegates and guests to Coney Island and the many attractions of that giddy resort will be visited and enjoyed until 5 p. m., when a banquet will be served at the Kaiser Garden. The party is scheduled to start its tour at 3 p. m. from the Imperial. No time is officially set for the return! This feature of the meeting is furnished by the Brooklyn branches of the association. Monday afternoon the ladies will be given an auto ride to Rockaway Beach, and a luncheon at Fred J. Staehle's Willow House.

At the opening business session Borough President Steers of Brooklyn will deliver an address of welcome, after which regular business will be taken up. At one of the sessions, probably Tuesday morning, Commissioner of Weights and Measures, John L. Walsh, will deliver an address. There are no new or vital questions scheduled for discussion and little besides the usual routine matters will be taken up.

### OUT AMONG THE TRADE.

The Ohio Provision Company, of Cleveland, Ohio, of which Alex J. McCrea is president and J. B. McCrea is secretary and treasurer, is building a large new concrete hog slaughterhouse, in addition to which their entire plant is being remodeled, all new machinery being installed. When finished they proposed having one of the most complete, up-to-date and sanitary plants in this country. Mr. J. B. McCrea has visited all the large plants in the East and South, and considers John Felin's establishment in Philadelphia about as near perfect as any-



# UNION Cookery Bags



## "A Steady, Profitable Seller"

**UNION COOKERY BAGS** are a big success, especially from the grocer's standpoint, because they not only pay a profit of 20 per cent. to 28 per cent. on the *selling price*, but please his customers so well that the sale is steady. Special articles in the big magazines added to our extensive advertising have made **UNION COOKERY BAGS** easy to sell. Your profit is *clear* profit, because there is no waste or spoilage and it takes no time to hand out the sealed, sanitary packages at 25 cents each. Our selling plan puts all buyers on one footing—a single bale is as cheap as a carload—so you can buy just as needed. Your jobber can supply you with **UNION COOKERY BAGS**.

*"Get this new profit maker to work in your store."*

**The Union Bag and Paper Co.**  
New York City

Our FREE GUIDE BOOK gives you all information. Write for it and get fully posted.





## Does Your Business Need a Tonic ?

Each of our 300 travelling representatives has been taught the right and the wrong way of doing business, handling money, goods and accounts. You can get his advice free of all cost.

Learn from us if your business needs a tonic, a brace here and a stop for a leak in another place. You will not be urged to buy

### *With Only One Writing* **The McCASKEY SYSTEM** *The End of Drudgery*

After an investigation we may tell you that you need The McCaskey System. You may safely rely upon the advice of our men. You cannot buy The McCaskey System unless we are convinced that it will do for you what it does for each of our 75,000 users in every line of business.

This is what The McCaskey System does:

- |   |   |   |
|---|---|---|
| <i>Shortens bookkeeping.</i>                        | <i>Prevents misunderstandings with customers.</i> | <i>Increases collections.</i>               |
| <i>Keeps every account posted up to the minute.</i> | <i>Improves trade.</i>                            | <i>Prevents overbuying and overselling.</i> |
| <i>Prevents mistakes.</i>                           | <i>Draws new customers.</i>                       | <i>Proves loss in case of fire.</i>         |

#### Flags you at every danger point.

Every customer always knows what he owes where The McCaskey System is used. He has the same record of his account as the merchant and in the same handwriting.

Talk with a McCaskey man. He can give you some valuable ideas. Or send for some literature on a system for your business. Our advice cannot be bought, but it's worth many dollars to any business.

#### The McCaskey Register Company ALLIANCE, OHIO

BRANCHES—New York City, Boston, Washington, Pittsburgh, Chicago, Atlanta, Memphis, Minneapol., Kansas City, San Francisco, Seattle, Helena, Dominion Register Co., Ltd., Toronto, Canada; and London, Eng.

*The Largest Manufacturers of Carbon Coated Salesbooks in the World.*



thing that can be found. Many of the Felin improvement ideas will be used in the construction of the new plant.

The Forest City Provision Company of Cleveland, Ohio, has taken over the lease of the J. H. Peck Company, an old-established house. The officers are A. E. Schultz, president; J. J. Flick, vice-president; Rudolph Eisenman, treasurer; H. F. Flick, secretary; C. L. Hale, manager. They are all gentlemen of wide experience in the business, and under their able management it is bound to be a big success.

If you want valuable suggestions as to the best and most modern methods of slicking up your shop and making it more presentable to your customers and more profitable to yourself, write to the Gérard Gloekler Company

of Pittsburgh, Pa., for their handsome new catalogue. It is fully illustrated with colored half-tones and contains detailed information about each piece of equipment. If you get only one suggestion that will benefit your business you will be amply repaid.

#### ANOTHER WINDOW DISPLAY CONTEST.

The retailers of Dayton, Ohio, are also engaged in a window-dressing contest similar to that reported in the last issue of The National Provisioner as taking place at Pittsburgh, Pa. The contest is taking place during the present week, for \$500 in prizes offered by the National Cash Register Co.

The plan was to have experts from some of the largest business houses of the country brought to Dayton to do the judging, and merchants taking part in the contest were

#### J-M INSULATING MATERIALS

J-M Pure Cork Sheets	J-M Mineral Wool
J-M Impregnated Cork Boards	J-M Granulated Cork
J-M Rock Wool Insulating Blocks	J-M Hair Felt
J-M Waterproofed Indurated Fibre Boards, Etc.	

Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY

not advised as to what time their windows would be judged, thus keeping them "on the job" throughout the entire contest. Every article that is placed in the windows will have some effect on the result—will either increase that merchant's chances of winning the prize, or, on the other hand, spoil his chances entirely. Not only the articles were considered, but color effects, lighting, show cards, arrangements, fixtures, background, window shades, floor and cost were judged as part of the display.

The object of the contest is to teach merchants to so trim their windows that at a glance the prospective customer will become interested in the goods on display, and at the same time be able to judge the quality of the various articles.

#### ENGLISH SPARROWS AS FOOD.

In most localities in the United States English sparrows are a pest. There is therefore no reason why the birds should not be utilized for food in this country, as they have been in the Old World for centuries, says Ned Dearborn in a government bulletin on "The English Sparrow as a Pest." Their flesh is palatable, and though their bodies are small, their numbers fully compensate for their lack of size. Birds that have been trapped may be kept alive in large outdoor cages, sheltered from storms and cold winds.

It is unprofitable to keep them long, however, as the quantity of grain or other food they require daily amounts to more than half their own weight. A variety of food is necessary to keep them in good condition. Bread, oats, wheat, bran and corn-meal mash, lettuce, cabbage and tender shoots of sprouting grain are some of the things they relish. A supply of clean water is essential.

To kill mercifully a sparrow that has been trapped, place the thumb nail at the base of its skull and dislocate its neck by hard and quick pressure. To dress it, cut off the legs, the wings at the outer joint, and the neck close to the body; strip off the skin, beginning at the neck; make a cut through the body wall extending from the neck along the backbone till the ribs are severed, then around between the legs to the tail, and remove the viscera. If sparrows are to be broiled, save only the breasts, as this method of cooking so shrivels and parches the lesser parts as to render them worthless. In this case tear off a strip of skin from wing to wing across the back; grasp the wings, in front of the body, in one hand and the neck in the other, and by a quick pull separate the breast from the ribs; turn the breast out of the skin that covers it, and sever the wings at the second joint. The whole operation requires but a fraction of a minute, and it can be done by the fingers alone.

Sparrows may be cooked by any of the methods employed for redbirds or quail. When boned, broiled, buttered and served on toast they are particularly good.

June 8, 1912.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$7.00@7.40
Poor to fair native steers.....	6.00@7.80
Oxen and stags.....	4.75@7.50
Bulls and dry cows.....	2.75@7.35
Good to choice native steers one year ago.....	5.00@6.50

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs. ....	7.50@10.25
Live veal calves, culs, per 100 lbs. ....	6.00@7.00
Live calves, mixed.....	6.50@8.00
Live calves, Western.....	—@—

## LIVE SHEEP AND LAMBS.

Live lambs, spring, common to fair.....	@10.25
Live lambs, common to fair, per 100 lbs. ....	6.75@7.25
Live lambs, culs .....	@ 6.50
Live sheep, mixed, per 100 lbs. ....	4.50@ 6.00
Live sheep, culs, per 100 lbs. ....	@ 2.50
Live sheep, yearlings, per 100 lbs. ....	5.00@ 6.00

## LIVE HOGS.

Hogs, heavy .....	@ 8.35
Hogs, medium .....	@ 8.40
Hogs, 140 lbs. ....	@ 8.45
Pigs .....	8.00@ 8.05
Rough .....	7.35@ 7.40

## DRESSED BEEF.

## CITY DRESSED.

Choice native heavy .....	13 @13½
Choice native light .....	12½@13
Native, common to fair .....	11½@12½

## WESTERN DRESSED BEEF.

Choice native heavy .....	12½@13
Choice native light .....	12½@12½
Native, common to fair .....	11½@11½
Choice Western, heavy .....	12½@12½
Choice Western, light.....	11½@11½
Common to fair Texas.....	10½@11
Good to choice heifers .....	10½@11½
Common to fair heifers .....	9½@10
Choice cows .....	@ 10
Common to fair cows .....	@ 9½
Common to fair oxen and stags.....	@ 9½
Fleshy Bologna bulls .....	9 @ 9½

## BEEF CUTS.

Western. ....	City.
No. 1 ribs .....	@ 16 @16½
No. 2 ribs.....	@ 14 @15
No. 3 ribs .....	@ 13 @12
No. 1 loins .....	@ 17 @16½
No. 2 loins .....	@ 16 @15
No. 3 loins .....	@ 14 @12
No. 1 blades and ribs .....	—@— 15½@16
No. 2 blades and ribs.....	—@— 15 @15½
No. 3 blades and ribs.....	—@— 13 @13½
No. 1 rounds .....	@ 13 @13
No. 2 rounds .....	@ 12 @12
No. 3 rounds .....	@ 11 @10½
No. 1 chuck .....	@ 10 @10½
No. 2 chuck .....	@ 9½ @9½
No. 3 chuck .....	@ 9 @8½

## DRESSED CALVES.

Veals, city dressed, prime, per lb. ....	@16
Veals, good to choice, per lb. ....	@15
Western calves, choice .....	@14½
Western calves, fair to good.....	@13½
Western calves, common .....	@13

## DRESSED HOGS.

Hogs, heavy .....	@10½
Hogs, 180 lbs. ....	@10%
Hogs, 160 lbs. ....	10%@10½
Hogs, 140 lbs. ....	10½@10%
Pigs .....	@10%

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb. ....	@20
Lambs, good .....	@17
Sheep, choice .....	@11½
Sheep, medium to good .....	@11
Sheep, culs .....	@ 8

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg. ....	@15
Smoked hams, 12 to 14 lbs. avg. ....	@14½
Smoked hams, 14 to 16 lbs. avg. ....	@14
Smoked picnics, light .....	@10%
Smoked picnics, heavy .....	@10½
Smoked shoulders .....	@10%
Smoked bacon, boneless.....	@16

## THE NATIONAL PROVISIONER.

## GREEN CALFSKINS.

No. 1 skins .....	@ .26
No. 2 skins .....	@ .24
No. 3 skins .....	@ .14
Branded skins .....	@ .18
Ticky skins .....	@ .23
No. 1 B. M. skins .....	@ .21
No. 2 B. M. skins .....	@ .20
No. 1, 12½-14 .....	@ .24
No. 2, 12½-14 .....	@ .24
No. 1 B. M., 12½-14 .....	@ .20
No. 1 kips, 14-18 .....	@ .00
No. 2 kips, 14-18 .....	@ .05
No. 1 B. M. kips .....	@ .05
No. 2 B. M. kips .....	@ .04
No. 1, heavy kips, 18 and over .....	@ .30
No. 2, heavy kips, 18 and over .....	@ .35
Branded kips .....	@ .20
Heavy branded kips .....	@ .25
Ticky kips .....	@ .20
Heavy tacky kips .....	@ .25

## DRESSED POULTRY.

## FROZEN.

Turkeys—	
Young hens, No. 1 .....	21 @22
Young toms, No. 1 .....	21 @22

## Old hens and toms .....

@20

## FRESH KILLED.

Fowl—Dry packed—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy .....	@16
Western boxes, 40 lbs. and under to doz., dry-picked .....	@14
Fowl—Iced—	
Northern and Cen. Western, 4-4½ lbs. avg. ....	@15
Southern and So. Western, avg. best....	@14½
Other Poultry—	
Old Cocks, per lb. ....	@11
Squabs, prime, white, 10 lbs. to doz. per doz. ....	3.75@4.00

## LIVE POULTRY.

Fowls, via freight .....	@13½
Old roosters and stags, per lb. ....	@ 9
Turkeys, hens and toms, mixed.....	@12
Ducks, per lb. ....	@12
Geese, per lb., Western.....	@ 9
Guineas, per pair .....	@60
Pigeons, per pair .....	@30

## BUTTER.

Creamery, Extras .....	27½@27%
Creamery, Firsts .....	26@27
Process, Extras .....	25 @25½
Process, Firsts .....	23½@24½

## EGGS.

Fresh gathered, extras .....	21½@22
Fresh gathered, extra firsts .....	19½@20½
Fresh gathered, firsts .....	18½@19
Fresh gathered, seconds .....	17½@18
Fresh gathered, dirties, No. 1.....	16½@17
Fresh gathered, dirties, No. 2 .....	15 @16
Fresh gathered, checks, good to fine.....	15 @15½
Fresh gathered, checks, poor to fair.....	10 @14½

## FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.	
Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	26.50 @27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago .....	2.50 @ 2.50
Nitrate of soda—spot .....	2.45 @ 2.47½
Bone black, discard, sugar house del. New York .....	20.00 @21.00
Dried tankage, N. Y., 13@15 per cent. ammonia .....	2.65 and 10c.
Tankage, 11 and 15 p. c. f. o. b. Chicago .....	2.30 and 10c.
Garbage tankage, f. o. b. New York .....	2.30 and 10c.
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal) .....	2.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and Newport News .....	2.55 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory, nominal .....	2.25 and 10c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25% .....	3.25 @ 3.30
Sulphate ammonia gas, per 100 lbs., spot, guar., 25% .....	3.25 @ 3.30
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston .....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs. ....	5.50 @ 8.75
The same, dried .....	3.75 @ 4.00

## SALTPETRE.

Crude .....	4½@ 4%
Refined—Granulated .....	5½@ 5%
Crystals .....	5½@ 5½
Powdered .....	5½@ 6

